



PHOTO illustrating a few of the many different types of plier action "special purpose" hand tools produced by The William Schollhorn Company of New Haven, Connecticut.

• In This Issue •

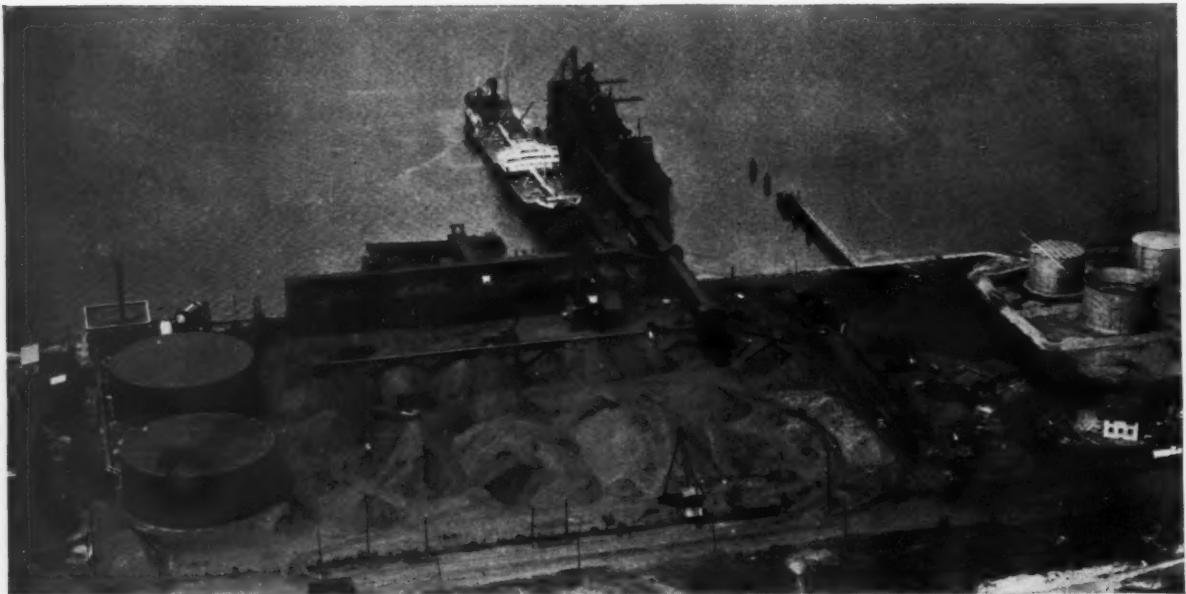
The William Schollhorn Company . . . Management Relations With Employees . . . Hartford . . . Revolution

CONNECTICUT
INDUSTRY JULY 1937

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L. M. BINGHAM, Editor

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SOME IMPLICATIONS OF THE BLACK-CONNERY BILL

By E. KENT HUBBARD

In the opinion of many of the nation's best legal, business and political minds the Black-Connery bill now creating much controversy in Washington and throughout the nation, embodies the principal economic objectives of the New Deal, viz., federal regulation of wages and working hours. The logic of that conclusion is based on the strong circumstantial evidence that the proposal for reorganization of the Supreme Court was made in the belief that the present set-up of the Court's membership would not pass favorably on such legislation as contained in the Black-Connery bill.

In favoring the passage of the Black-Connery bill, which would create a Labor Standards Board and give it the right to set different wage or hour standards for different localities, can it be possible that the Administration has now come to the point of showing favoritism for one class of workers over another? For instance, this bill would empower the Labor Standards Board to set a North-South differential requiring northern employers to pay minimum wages higher than those in the South, and by the same token legalize lower minimum wages for southern workers.

When on the one hand the Administration advocates the breaking down of tariff barriers through executing reciprocal trade agreements with foreign countries how can it, consistently, favor discriminatory wage and hour regulation which, in effect, would erect a tariff wall between sections of this country? When the Administration has so consistently advocated the raising of the standards of living among the lower income groups what process of reasoning leads it to favor legislation that would definitely discriminate against workers already in the lower wage brackets? How can the Administration, which has up to the present, espoused so devoutly the cause of labor unions, now advocate legislation which would set up a Labor Standards Board endowed with the power to interfere seriously with the prerogatives heretofore so jealously guarded by organized labor?

I am convinced that if these questions were answered by business management, workers and by the members of Congress, they alone, without the benefit of other good reasons for defeat of the bill would condemn as foolhardy and impractical the wage and hour legislation proposed by Senator Black and the late Representative Connery.

FEDERAL AND STATE LEGISLATION

Following is a legislative report from Tilson, Stanley & McCuen, the Association's legal representatives in Washington.

JUST what the so-called Robinson-Patman Act means is a problem which is worrying a great many business men throughout the country at this time and which will probably continue to worry them until there has been a final determination of a number of cases involving this act which are now pending before the Federal Trade Commission.

No attempt has yet been made by the Federal Trade Commission or its staff to formulate an administrative policy for the enforcement of this act, but the legal and examining staffs are instituting proceedings which will ultimately go to the Commission for decision and in this way establish the administrative interpretation of the law.

This Robinson-Patman law in effect makes it unlawful for a seller, in interstate commerce, to discriminate in price to different purchasers of commodities of like grade and quality, where the effect of such discrimination may be substantially to lessen competition or tend to create a monopoly. To this sweeping prohibition, however, there is a sweeping exception contained in the following proviso:

"Provided, that nothing herein contained shall prevent differentials which make only due allowance for differences in the cost of manufacture, sale, or delivery resulting from the differing methods or quantities in which such commodities are to such purchasers sold or delivered."

The language of this proviso might well be interpreted to include a very large part of existing trade practices, including, among other things, reduction in unit price in quantity sales. It may, however, be interpreted in such a manner as to interfere very materially in such reduction by limiting them to the actual difference in manufacturing and sales cost.

In some sections of the law an attempt has been made to reach particular trade practices which the authors of the legislation considered to be harmful, including a prohibition against paying customers for services and facilities furnished by such cus-

tomer in connection with the delivery or sale of any products and a prohibition against payments to customers or sales through brokers or intermediaries controlled by the customer where the broker or intermediary receives payments or anything of value except for services rendered in connection with the sale or purchase. These two specific provisions are aimed, of course, at the practice of allowing to certain purchasers what amounts to a rebate in the price by means of special allowances for advertising display and demonstrations and the practice of certain large purchasers in obtaining what amounts to rebates in price by purchasing through brokers controlled by them through whom the purchaser obtains commissions and brokerage fees.

Cases are now being prosecuted by the Federal Trade Commission covering many of the doubtful questions involved in the act. The United States Quarries Company case, in which there has been great interest, involves the question of whether a tile wholesaler, who is also engaged in the business of installing tiling as a contractor, can be legally allowed a wholesaler's differential which cannot be obtained by other contractors who are not also wholesalers. After the Government had completed its evidence in this case, counsel for the quarry company moved that the case be dismissed on the ground that the Government had failed to make out a *prima facie* case. It was apparent that the facts presented were not sufficient to sustain a sound finding, and, consequently, instead of passing on the motion, the Commission referred the case back to the investigation bureau for further investigation of the entire industry. It is likely that in further prosecution of this case the Government will lean more strongly on the contention that certain contractors have been receiving wholesalers' differentials in price although not actually wholesalers rather than to rest the case on instances where the purchasers are bona fide wholesalers and also bona fide contractors.

Another case, involving Standard Foods, is soon to be argued before the Commission, which will raise the question of quantity discounts alleged to be greater than the actual difference in cost of manufacture and sale. Other cases now pending cover the question of advertising allowances to

purchasers and alleged rebates of various kinds in the form of allowances for services or demonstration.

The problem confronting the business men in seeking to avoid running afoul of the Robinson-Patman Act would seem to be as much one of account as of law. The purpose of the Act seems to be to prevent differences in prices unless the differences in price are based on differences in cost of manufacture and sale. If the Act is held to be Constitutional, the seller will be required to prove that reductions in price made to one purchaser and not to all others are based on actual bona fide differences in cost of manufacture and sale and actual bona fide savings in payment for services which the seller would otherwise have to pay out of his own pocket.

It is apparent, therefore, that it will be some time before the business man can be relieved of his doubts as to what can and what cannot legally be done under this highly controversial law.

The Black-Connery Bill

The Black-Connery bill, for federal regulation of hours and wages, has been a storm center in Washington during the past several weeks.

It now seems likely that this bill will encounter serious opposition in Congress and some of it will come from unexpected sources.

The American Federation of Labor has shown a surprising lack of enthusiasm — due perhaps to the well grounded fear that the passage of such an act will indicate a tendency to regulation of wages and working conditions by law rather than by union action.

The portion of the bill which would permit the proposed Board to fix different wage standards for different parts of the country has also aroused some considerable alarm and southern members of Congress and southern manufacturers will undoubtedly insist on a lower minimum wage for that part of the country than for the North, as was done under the NRA, based on the difference in living costs.

Northern labor groups will also insist on higher minimum standards than the South.

If this is allowed, northern industry will be placed under a legal handicap and the northern labor groups which may contribute to bring about such a situation will undoubtedly suffer by

(Continued on page 28)

THE WILLIAM SCHOLLHORN CO.

CHANCES are good that many readers of this magazine have known at some time during their lives a man who had that happy faculty of "making things work" when apparently there was no one else who could turn the trick. Sometimes this type of man built unusual gadgets to accomplish special tasks, and at other times, improved old ones. Then again he might have been the type whose inventiveness ran to non-mechanical lines, wherein he would pick up the loose ends of heretofore profitless efforts of two persons and marry them off with profit to both, oftentimes with nothing but satisfaction as a reward for his efforts. Although accomplishing valuable service for humanity in widely divergent lines of endeavor, both types of men combined that curiosity of mind with native inventiveness and the "never say die spirit," that eventually wrought literally miracles in "human service."

Connecticut has been fortunately endowed with many of the mechanical type of man. They have invented, improved and a large number have started factories on a small scale and reaped the reward of huge expansion which came as a consequence of their diligent efforts in cooperation with those whom they chose as their associates. Some worked in brass and copper to make thousands of different metal items of utility. Others built clocks, firearms or created beautiful designs in textile fabrics. Still others worked to produce special machines which may or may not have become known later as "standard" through general usage on a wide scale. And there were some who made precision hand tools for special purposes. The William Schollhorn Company of New Haven, Connecticut, is an outstanding example of the latter type.

The original William Schollhorn was a methodical German-born me-

chanic who learned the knack of making good shears and scissors in his native land before migrating to America with his four sons, some 73 years ago, to try his fortune behind newly erected American tariff walls. For some

his choice of weapons—cash for his business or a fight to the finish. Being peace loving and a reasonably astute business man, he accepted the cash for the "cutting end" of his business.

During negotiations for his shears and scissors business Mr. Schollhorn had been dickering with an inventor by the name of William A. Bernard, who had patented an unique type of pliers. They worked on multiple pivots so that the jaws opened and closed in parallel alignment like the jaws of a vise. Because of their complex construction and sheet-metal handles, these pliers were laughed at as an impractical "Yankee Gadget." But Schollhorn saw potential possibilities instead of disdainful humor in this revolutionary departure in plier design. The result was that he made a deal with the inventor and began further development of the plier invention, including cutting tools, to the point where they possessed unusual merit because of their powerful cam leverage movement. Despite this great improvement dealers refused to buy such a distinct departure from the accepted type of plier.

Convinced that he had discovered something of great utility value, Wm. Schollhorn refused to accept defeat merely because dealers could not see eye-to-eye with him. His next move was to hire peddlers to go direct to the mechanics who used pliers. So from factory to factory, these peddlers demonstrated and sold Bernard pliers to mechanics. One satisfied customer after another interested their associate mechanics—and on went the lengthening chain of satisfied users. Thus from the demand created by house-to-house salesmen came national and world-wide distribution through the normal dealer channels, originally closed to the product by the blind force of custom.

Incorporating in the first year of the "Gay Nineties," and after disposing of the scissors business, the Scholl-



BERNARD staple extractor for removing staples. No. 150 in catalog.

good reason, too hazy for recognition in the minds of those who have knowledge of the company's earliest struggles, Mr. Schollhorn and his sons started to make a quality line of shears and scissors in New Haven, selling them under the name of "Star" brand.

Just as quality is eventually recognized and rewarded today, if other marketing factors are on a par with quality, so was it in those stirring days shortly after the Civil War. The result was that "Star" brand scissors and shears soon received recognition for their high standard of quality—so much so that they were distributed within a short time on a national scale. With national distribution came growth to the point where it became urgently necessary to acquire larger factory quarters. A factory building on Wooster and Wallace Streets, New Haven (the present factory site) was purchased and then enlarged. Additional capital was needed and found. And with it came new partners.

All seemed well with William Schollhorn's scissors and shears business until the era of "amalgamations" or "trusts." Schollhorn was then given



BERNARD multi-power paper punch. No. 140 in Catalog.

horn Company threw its entire energies into the development and manufacture of a diversified line of pliers and similar hand tools using the Bernard lever action principle. By leaps and bounds sales of the tools employ-



TRIUMPH Baby Grand eyelet punch for use in preparing documents for permanent filing. No. 190 in Catalog.

ing the principle of the former laughing stock "Yankee Gadget," soared to new heights through the '90's and during the early years of the 20th century. The export market alone absorbed fully 25% of the company's expanding production.

War days between 1914 and 1918 brought fevered activity at Schollhorn's, for Bernard pliers seemed indispensable accessory equipment for airplane and machine gun mechanics and operators attached to both the Allied Armies and our own. Likewise, munition makers used large quantities of them. Production facilities were hurriedly expanded to meet the war-time flush of business.

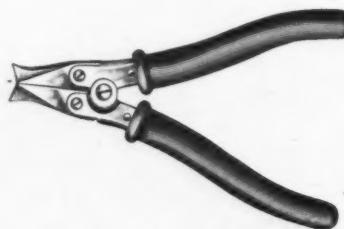
Once war demands were past, the Wm. Schollhorn Company, like thousands of other concerns, was caught in the maelstrom of over-production and scrambled merchandising. As W. J. Berbecker, president and director of sales of the company now puts it, "Mr. Ford and his competitors tore the old marketing map to shreds and King Chaos ruled." Export markets withered in the foreign money drought brought on by that famous demolisher of business — heavy war debts.

The position of the company again came to "such a pass" in 1925, that a thorough reorganization of personnel and production methods was undertaken. With the new viewpoints injected into the company's official and engineering groups, came the installation of modern production machines and methods and the development of new products. Beyond that the company began to seek new business in earnest, especially in the "special purpose tool" lines of the plier action type in which standard parts could be

adapted or utilized at a minimum cost.

Throughout the past twelve years since reorganization the quality of material and workmanship has not only been maintained but improved by the use of the best alloy steels, scientific heat treating, the latest in precision machinery tools and equipment. Today the Wm. Schollhorn Company produces (under the Bernard trade mark) a large assortment of tools mostly of the "parallel" plier action type which are included in several distinct lines as follows:

1. Cutting pliers and nippers for industrial use.
2. Linemen and electricians' pliers for the public utilities.
3. Paper punches and appliances for office use.
4. Leather punches and shoe repair tools.
5. Miscellaneous general and special purpose tools.



BERNARD Lamp Base extractor for removing brass shells of broken electric lamps. No. 107 in Catalog.

In short 75% of the company's production is used in some branch of industry. It moves out of the factory to the consumer through the dealers as follows:

1. Hardware dealers (industrial).
2. Mill Supply dealers (industrial).
3. Stationery dealers (special purpose office tools).
4. Shoe Findings Trade.
5. Direct to consumer where there is no adequate dealer representation.

Although explored for many years, the uses for Schollhorn's special purpose tools seem endless, since new applications are being found for them constantly. Evidence of this nationwide acceptance of Bernard pliers and tools may be found in the fact that it is almost impossible to find an important industrial concern anywhere which does not use Bernard tools or pliers of some description. In spite of

the wide spread adoption of the machine in mass production, the demand for hand tools of the "special purpose" variety is still expanding.

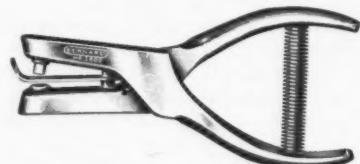
The demand for strong special purpose hand tools such as the Bernard line, is caused by the terrific abuse which such tools must withstand, since mechanics are often not trained in the art of using the implements of their trade. That Bernard tools "stand the gaff" has been proved in almost countless cases reported to the company, wherein users report their experiences with them after years of constant hard usage. An outstanding example of such usage is to be found in a recent letter received by the company as follows:

"I am sending you today Wire Cutters and pliers by parcel post which I have had for 37 years. These were bought at Chatham, N. Y. hardware store known as Charles Halley. I have used no other cutters since. I would like you to put in both upper and lower jaws in the same. And when finished please send me the bill. I will remit the same to you by return mail.

Yours very truly,
Walter C. TenBroeck
442 East Allen Street
Hudson, New York
Columbia County"

The demand for Bernard tools has been further enhanced by the recent increase in the use of tools in home workshops, brought about largely by the leisure time released by the past business depression.

While we should not attempt to enumerate all of the present uses for the Bernard "special purpose tools," lest we bore our readers, a few of the more interesting citations will suffice to demonstrate their broad utility and the economic importance of



BERNARD Vacuum punch for punching tickets. No. 2600 in Catalog.

their producers, the Wm. Schollhorn Company.

Optometrists use them for removing and fastening the small hinge pins
(Continued on page 12)

HARTFORD

Editor's Note. This article on "Hartford" is the second in a series of articles on industrial cities of Connecticut. Unfortunately available space would permit of only a few illustrations of Hartford's many important manufacturing establishments, public buildings, etc. Data furnished by the Hartford Chamber of Commerce.

LOCATED in the fertile Connecticut Valley, midway between Boston and New York and equidistant from Albany and Providence, Hartford, the capital of Connecticut, is known as the City of Industry, Insurance, Finance, Trade, Culture and Conventions. One of the wealthiest cities per capita in the United States, Hartford offers to business the advantages of a central location, close to the East's greatest markets, diversified industries, taxes favorable to general prosperity, adequate financial facilities, efficient transportation and excellent public services.

Early History

Hartford enjoys prominence in world history as the capital of one of the original 13 colonies and as the birthplace of the first constitutional government for, by and of the governed. Once a trading post, a "House of Hope," established by the Dutch in 1623, to barter with Indian tribes,

PANORAMA of Hartford as seen by the camera from the East Hartford side of the Connecticut river.

Hartford was actually settled in 1636 by Thomas Hooker and a band of his followers from Newtown (now Cambridge), Massachusetts. They located on the west bank of the Connecticut River and named this new settlement Hartford in honor of Hertford, England, the birthplace of the Rev. Samuel Stone. Thus Hartford had its beginning in trade and commerce and has continued to create a cumulative force along these lines, and today it is one of the most important centers in New England.

The Capital City of Connecticut

Hartford proper covers eighteen square miles with a population of

164,072 (1930 Census). The Hartford Metropolitan District, as defined by the Bureau of Census comprises 565.05 square miles and contains one half million persons within a twenty mile radius.

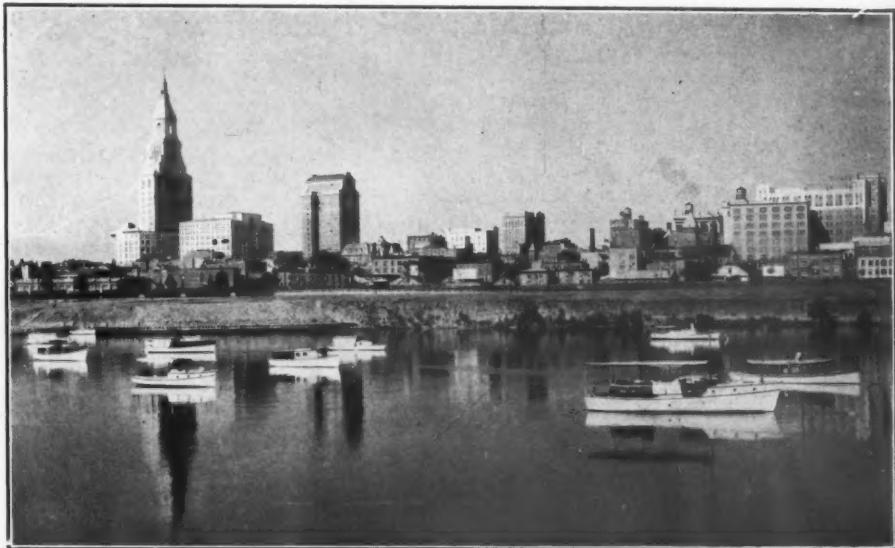
Hartford, the fastest growing city in Connecticut with 7,074 people in 1830; 29,152 in 1860; 98,915 in 1900 and an increase from 138,836 in 1920 to 164,072 in 1930, offers a tremendous market.

Population. The density of Hartford's population is 10,332 per square mile, which divided by sex, native and foreign born, is as follows: Male, 48.8%; female, 51.2%; native white,

country. Today its 70 factories employ 35,000 employees, and make some 155 different products.

Manufactured products ranging from finished watch screws resembling a speck of dust through varied standard and special lines, to machines weighing several tons reflect the engineering ability, technical skill, craftsmanship and renowned quality displayed in Hartford's industry.

A few of the mechanical inventions for which Hartford is noted include the first steam wagon (1797), brick pressing machines (1800), electroplating of tableware (1846), Sharps rifles (1851), Colt's pistols (1846), steam heating with gravity return (1854),



68.8%; foreign born, 27.1%. There was gainfully employed in Hartford, according to the 1930 census, a total of 75,844 persons. In percentage the total employment in Hartford was 55.7% as compared to 51.2% in the state; for males 79.0% in Hartford and 76.0% for the state; females 33.7% in Hartford as compared to 26.8% in the state.

Hartford—The Cradle of Industry

'Although known far and wide as the Insurance City of America, Hartford is truly the cradle of industry. For out of its shops have gone scores of men to start or man factories in Connecticut and other parts of the

booksewing machine (1879), exact precision machine (1882), pay station telephone (1889), use of steam turbine (1898), "cooking-in" book covering machine (1900), use of mercury boiler (1923), electro-hydraulic brake (1935), self-sanitizing toilet seats (1936). With this background Hartford has become one of the great workshops of American industry.

The sound and progressive administrative policies coupled with the marked diversity of manufacturing and skilled craftsmen plying their trades with a heritage of inventive and mechanical ability, have given Hartford a sustained industrial growth.

Several of the factories are among the largest in the world in their respective lines. Among the world-famous manufacturing concerns located in Hartford is Colt's Patent Fire Arms Manufacturing Company, noted originally for the famous Colt Revolvers. It now makes pistols, machine guns, sheet packing, molded plastic products and electrical control apparatus. Pratt and Whitney Company, Division of Niles, Bement, Pond Company, is internationally famous for precision machines and tools. The Gray Pay Station Telephone Company produces the 'phone coin box and manufactures automatic counters, coin collectors, and sanitary toilet seats.

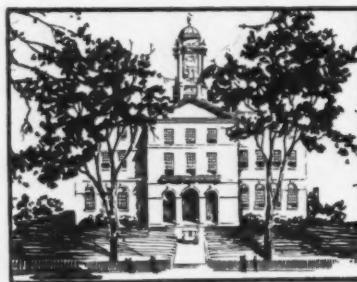
The Fuller Brush Company, manufacturers of brushes, distributes through direct house-to-house salesmen working out of branch offices in the principal cities of the United States, Canada and Continental Europe. The Whitney Chain & Manufacturing Company makes power transmission products such as chains, sprockets and couplings. Two of the country's largest typewriter manufacturers are located here—the Royal and the Underwood Elliott Fisher companies. The Pratt & Whitney Aircraft, Division of United Aircraft Corporation, manufacturers of the famous "Wasp" and "Hornet" airplane motors, is a pioneer in its field. Two other divisions of the United Aircraft Corporation—Hamilton Standard Propeller and Chance Vought, producing propellers and airplanes, add to Hartford's fame as an aircraft production center. Is it any wonder then that Hartford is known the world over for the quality and variety of its products and for being an ideal location for the manufacture of fine products?

Hartford—The Home of Insurance

Forty-five insurance companies with home offices in Hartford and with assets of approximately \$2,740,454,192 employ about 12,000 persons. These companies pay in wages or sal-

aries over \$20,000,000 annually. Since organization they have paid out to policyholders or beneficiaries the neat sum of \$6,586,181,838.

Little wonder after looking these figures "in the face" that Hartford is called the "Insurance City of the Country." Underwriting began here in 1810 with the Hartford Fire Insurance Company (the oldest company). In 1866 the Travelers Insurance Com-



OLD STATE HOUSE, HARTFORD

pany began to offer accident tickets to those who traveled by train, ship or coach (the oldest casualty insurance company in the United States). In 1867 came the Hartford Steam Boiler and Inspection Company, the first of its kind in this country, originating accident inspection of boilers, elevators and industrial equipment.

The Aetna Life and Affiliated Companies was the first multiple line insurance organization to pay its policyholders one billion dollars.

Hartford's insurance buildings have long dominated the city. The largest realty holdings in the city are those of insurance companies.

The home of the Aetna Life Insurance Company on Farmington Avenue is the largest Colonial structure in the world, being six hundred feet long. The Travelers Tower, towering 527 feet above the street with 27 stories, is the tallest structure in New England.

The Hartford Fire Insurance Company's stately building of the Mt. Vernon type is built of white stone located in a beautiful setting of green lawn and trees. The Phoenix Mutual Life Insurance building, facing Bushnell Park, is of Italian influence. It is adjacent to the Connecticut General Life Insurance Company—another impressive member of Hartford's insurance group. Other companies are similarly housed in stately buildings, adding much to the dignity and beauty of Hartford's business architecture.

The industry, still growing, is one of which the state justly boasts. Policies are issued to all parts of the world, for every conceivable form of protection—life annuity, fire, wind and tornado, group pension plans, liability, automobile and casualty.

Hartford—The Financial Center of Connecticut

Financially, Hartford is "tops" among Connecticut cities, with its 10 discount banks, 4 mutual savings banks and 2 industrial banks, showing combined resources as of December 31, 1936, of \$358,601,000 and total savings deposits as of the same date amounting to \$143,223,000. Bank clearings for the year 1936 totaled \$591,262,440 while debits reached \$2,255,994,382 for the same year. The city also affords the high total of 68 brokerage offices and 21 New York Stock Exchange tickers.

The financial position of Hartford is most important as it ranks second in New England in bank debits which exceed two billion annually. In addition to the ten commercial banks and four mutual savings banks there are several private banks under state supervision—banks which are firmly established and have played an essential part in the development of the city's industries. They have served adequately insurance companies, manufacturing concerns, retail and wholesale establishments, individuals and estates, through their trust and com-



VIEW of Underwood-Elliott Fisher Company plant, Hartford.

mercial departments. The savings banks have done much towards the development of thrift. Savings deposits average \$766 per capita, a figure well above the national average.

Hartford ranks high as an investment center. The insurance companies, banks and the State buy millions of dollars of securities yearly. Private investors also furnish a large amount of Hartford's investment business.

Four resident investment brokers are members of the New York Stock Exchange and several Boston and New York firms maintain active of-

PRATT & WHITNEY and Chance Vought plants of the United Aircraft Manufacturing Corporation and Rentschler Field, East Hartford.



fices in Hartford. The trading in these securities is an important part of the business life of the city, giving employment to several hundred people.

The size and stability of Hartford's financial and investment business truly reflect the importance of the city's position in the world of finance.

Hartford—The Shopping Center

Scarcely anyone without "previous insight into the figures" would guess that Hartford boasted 2,667 retail and 368 wholesale establishments in 1935, each employing respectively 11,552 employees and 3,738 employees. The total net sales in that year on a retail basis reached \$88,639,000, and wholesale topped \$81,074,000.

An analysis of 1930 census figures revealed that Hartford had 1,782 independent single stores and 134 units of national chain. Reading on through the census we discover that the city had 91 two-store units, 39-three-store units, 59-units of a local chain and 148 units of a sectional chain. Retail business done by independents checks at 61%.

It is estimated that some 75,000 people visit Hartford every week day for business or social reasons. Since automobiles in combination with good roads have shortened space, and since rural people have become style conscious, the metropolitan stores of Hartford, with their offerings of the latest styles in clothing, furniture, hair dressing, or what not, have become powerful attractions to those residing in the small urban areas and rural districts. The little store in the

small town, once perfectly adequate to supply the needs of its people, today cannot possibly hope to do so except in staple items.

An illustration of the amount of business done by the four large cities of Connecticut is concrete evidence of the surge towards the larger shopping centers by the people living in the smaller towns and rural areas. These census figures show that the four city areas of Greater Hartford, Greater New Haven, Greater Bridgeport and Waterbury, with a combined population of 701,266 enjoyed 49.7% of Connecticut's entire retail trade in 1935, while the other areas with approximately one million population had 50.3% of the retail business. Among these cities, Greater Hartford, with 13.8% of the state's population enjoyed 18.5% of its trade. New Haven, with 12.2% of the population had 13.9% of the retail sales. Greater Bridgeport, with 11.4% of the state's total population had 11.3% of retail sales. Waterbury, with 6.2% of the state's population reported retail sales of 6% of the grand total.

Hartford then, according to Bureau of the Census figures for 1935, is the leading shopping center of the state. These figures also indicate millions of dollars worth of sales are made in Metropolitan Hartford to persons residing outside of its boundaries. Hartford stores have won the reputation of carrying varied stock, latest fashions, and dependable merchandise. Due to their nearness to their sources of supply, they are able to exhibit styles simultaneously with New York City, the nation's style center. In size the

department stores rank as New England's largest, with the exception of Boston, and are all housed in well equipped buildings. Smaller specialty shops, conveniently located on streets adjoining Hartford's Main Street, are the "last word" in chic.

Furniture stores offer an unusually comprehensive line of household furnishings, while food stores and markets offer as wide a choice as the largest metropolitan area of the nation.

All Roads Lead to Hartford

In 1935, an extensive survey was made by the PWA in cooperation with the Chamber of Commerce to determine the number of automobiles that enter Metropolitan Hartford from other parts of the state each day.



BUSHNELL Memorial, Hartford's largest convention quarters equipped with stage.

These figures show that a total of 12,485 cars from Connecticut outside of Metropolitan Hartford, bearing 27,-



ing capacity of 3,300 and a stage as large as the Metropolitan Opera House in New York. Many world famous operas and concerts are given here and the building is also being utilized as a convention hall.

Avery Memorial Museum, given by Samuel P. Avery, is the home of art exhibits of rare value and rich cultural interests. This intimate auditorium seats 300 and is equipped with a stage and cinema facilities.

Morgan Memorial, given in mem-

AIRVIEW of Colt's Patent Fire Arms Mfg. Co. plants.

467 passengers, enter the city. The percentage of cars entering Hartford daily of the total number of automobiles registered in the various towns is of interest: Farmington, 69.5%; Manchester, 34.0%; Windsor Locks, 28.6%; Cromwell, 21.1%; New Britain, 18.9%, etc. This, of course, is in addition to the thousands of people who come by trolley, train and bus.

The Retail Credit Association of Hartford reports that it has record of approximately 470,000 people who have used charge accounts in Greater Hartford stores with about 11,000 new applications each month. The total number of Charge-A-Plates issued is about 100,000. The number of families in Greater Hartford was about 55,000 in the last census.

Progressive merchandising policies, well-appointed stores with attractively displayed merchandise and courteous service have given Hartford an enviable position as the Retail Center of Connecticut.

Transportation

Hartford is the center of three converging main lines and three branch lines of the New York, New Haven and Hartford Railroad. Twenty trains run daily into New York City with an average running time of 2 hours and 5 minutes. Comparable service is maintained with Boston and other New England points. Through package cars are also forwarded daily from Hartford.

Freight Shipping Zones. To give specific examples of Hartford's accessibility to other cities through its many transportation services we cite the following: first morning delivery—Portland, New York, Philadelphia and Boston; second morning delivery—

Cleveland, Columbus, Buffalo and Pittsburgh; third morning delivery—Chicago, Atlanta, St. Louis and Indianapolis.

From Hartford radiates a network of excellent state roads which are kept open the entire year. Motor buses and express companies offer fast service to points within 150 miles. Overnight service is maintained between New York and Boston and intermediate cities. Trolley and bus lines serve to keep as a closely knit economic unit the territory centering around Hartford, thus making shopping and commuting convenient.

The city is also the center of aviation in the state. There are two modern, completely equipped airports, one at Brainard Field, municipally owned and two miles south of the center of the city, the other Rentschler Field, East Hartford, three and three-quarters miles from the center of the city which is owned and operated by the United Airports division, United Aircraft Corporation. Regular mail, express and passenger service is maintained between New York and Boston, at which points connection is possible with planes going to all parts of the country.

Famous Art Collections and Buildings

Hartford's position in the world of art, music and cultural interest is an important one. Many buildings of great architectural beauty are devoted to the cultural needs of the community.

Horace Bushnell Memorial Hall, a truly beautiful building of colonial architecture, was given to the city in memory of Horace Bushnell, Hartford's famous minister of a former generation. The auditorium has a seat-

ory of J. Pierpont Morgan, contains priceless collections of Americana, porcelains, paintings, statues and other works of art.

Of the several famous libraries open to the public, the Wadsworth Atheneum (with 8 branches in the city) is the largest, circulating over a million and a half books annually. The Watkinson Library contains over 100,000 volumes, many of them extremely rare. The State Library contains valuable records, genealogies, law books and state records.

The Children's Museum provides entertainment and instruction in natural history.

Seventeen theatres, seating 26,750, cater to Hartford's public with a well-rounded program of talking pictures and legitimate stage entertainment.

Among Hartford's other beautiful and famous buildings well worth a sightseeing trip are the Old State House (designed by Bullfinch), the State Office Building, the County Building and Court House, the United States Post Office, the Municipal Building and the homes of Harriet Beecher Stowe, Charles Dudley Warner and Mark Twain (the famous "Literary Lawn"). The latter is now a memorial library.

Homes. Hartford's 164,072 population (1930 Census) has 8,905 families owning their own homes and 31,327 families renting. The residential parts of the city and adjacent towns have well shaded streets, attractive single homes, two- and three-family houses and modern apartments.

Many of the older homes are of brick, with a setting of green lawns and stately trees. White frame houses of the Colonial type predominate in the newer and smaller homes. There

are also many fine apartments of two, three and four rooms, simple ones as well as the more elaborate. Apartment hotels offer comfortable accommodations for those who want complete freedom. Hartford's residential sections are reputedly among the most beautiful in all New England. Although the city is rapidly building up, there still remain many good areas for new developments.

Parks. Hartford's 27 parks and public squares of 2,700 acres, comprising one of the finest park systems of any city in the country, add greatly to the beauty of the city and to the pleasures of its inhabitants.

There are many acres of natural woodland, golf courses, tennis courts, playgrounds, baseball diamonds, bowling greens, outdoor dance pavilions, a music shell, swimming pools and hand ball courts for the enjoyment of its people. Bridle paths and fine roads provide pleasant riding, cycling and motoring. Skiing, skating, snowshoeing and coasting are also possible in winter.

There is Elizabeth Park—the most picturesque—located in the western part of the city. Here are the famous Rose Gardens which attract thousands of visitors each year. . . .

And Keney Park, in the northern part of the city, with wide drives through hundreds of acres of natural woodland, and an 18-hole golf course, baseball diamonds, tennis courts, bridle paths and picnic nooks, is always an attraction to those who would motor, cycle, ride or just tramp amid nature's choicest environment.

Goodwin Park, in the southern part of Hartford, with its 18-hole golf course, is smaller and less diversified but nevertheless attractive to lovers of natural beauty. Colt's Park, named for the inventor of the Colt Revolver, provides still another attractive recreational ground.

Besides the park attractions there is the further convenience that Hartford is within easy motoring distance of many beautiful lakes, of Long Island Sound and of many Connecticut Hill resorts.

Schools. Hartford's institutions of learning with their excellent scholastic standing are among the city's best "selling points" to parents ambitious for their offspring.

The educational system includes 20 elementary schools with 17,320 enrollment, 4 junior and 3 senior high schools having an enrollment of 10,562, 10 parochial schools with 6,000 enrollment, one trade school, 4 commercial and business schools. In 1936-37 the appropriation for education was \$3,169,000, or approximately 37% of the city budget.

Institutions of higher learning in Hartford and adjacent towns number 4 private schools, and 5 colleges and seminaries: Trinity College, LaSalle Missionary College, Hartford Seminary Foundation, St. Thomas' Seminary, St. Joseph's College, Kingswood School (boys), Oxford School (girls) and Culver-Smith Training School for Kindergarten teachers.

Churches. Among the many excellent reasons why Hartford is a good

(Continued on page 28)



Views of Hartford insurance company buildings. *Left to right top*—National Fire, Travelers, Connecticut General, Aetna Life, Phoenix Mutual. *Center*—Hartford Steam Boiler, Scottish Union, State Capitol, Phoenix Fire, London & Lancashire. *Bottom*—Rossia & First Reinsurance, Hartford Fire, Aetna Fire, Connecticut Mutual, Caledonian.

MANAGEMENT RELATIONS WITH EMPLOYEES

By JAMES W. HOOK,

President, Geometric Tool Co.,
New Haven, and of the New England Council

Editor's Note. Just as there was gold in "them thar' hills" during the days of '49 in California, so are there many nuggets of wisdom for present day use to be found in Mr. Hook's remarks, originally made before a group of business executives at a round table discussion during the recent annual meeting of the United States Chamber of Commerce at Washington, D. C. Mr. Hook was chairman of the round table discussion on "Management Relations with Employees".

THE relations of management with employees have assumed a new significance in the past four years. Prior to 1933 these relations were, for the most part, a matter of conscience of employers and employees augmented by state and local laws that dealt with certain flagrant injustices. With the coming of NRA a definite impetus was given to the theory, long propounded by labor philosophers, that wage, hour and working condition policies in the shops of the country were matters of national concern. The implication was that state regulation was inadequate, presumably because of the difficulty of persuading all the states to act in unison. The attempt, however, through this ambitious act to establish a national labor policy through codes, negotiated jointly by employers and employees in each industry, ran afoul of the Constitution in May, 1935. Since then the federal government, through other enactments, principally the Wagner Labor Relations Act, has attempted to salvage the labor policy which was lost through invalidation of NRA. On April 12th last the Wagner Act was adjudged to be constitutional.

The Wagner Act, by Supreme Court interpretation, says to all business enterprises, the majority of whose purchases and sales involve the transit of raw materials and finished products

across state borders, that their labor relationships in so far as they apply to the right of their employees to organize for the purpose of bargaining collectively, are within the regulatory power of the federal government and, therefore, enforceable in the courts. The Act says nothing about what the wages, hours or conditions of labor in those enterprises shall be, except that the two sides shall bargain about them and, presumably, reach an agreement on them. Many have hastily assumed that since the Supreme Court has decreed that such relationships between employers and employees can be regulated by Congress, wages, hours and other conditions of labor in plants engaged in interstate commerce may also be regulated. This interpretation is very questionable and cannot be answered definitely until the Court speaks again in a specific

Bill. Any other method, including the fixation of wages and hours by statute, would be impracticable because of the need for differentials to equalize competitive situations growing out of sectional and other variable conditions that exist between different industries and different units of the same industry throughout the country.

The trouble with the Wagner Act is the fact that it assumes that the employer in every case is not only as strong and able a bargainer as the majority of his employees, but, also, as his employees and the federal government combined. It defines the rights of employees, but provides no penalties if they are exceeded. It prescribes penalties for employers for not recognizing these employee rights, but omits giving the employers any rights for themselves. Such an act cannot long stand. Ultimately, it must be amended so as to penalize excesses on both sides. Employees cannot be given the right to bargain collectively and at the same time be permitted to hold the threat of economic death over the employer if he does not accept their terms. Bargaining is no longer such if the free exercise of the will of any one of the bargainers is thwarted by fear or threat of reprisals.

The importance, however, of finding some means to mitigate the labor unrest that is gripping the nation today cannot be over-estimated. It contains the virus of national destruction. Those who would inflame it for personal power or political gain are pulling down the house about their heads as well as the heads of the rest of us. The time has come for wise counsel, fair laws and inspiring leadership. Indecision and delay in high places cannot go on indefinitely. Industry, labor and the federal government must take common issue with the problem. They must invoke their highest moral attributes to solve it. They must solve it.

The Wagner Act may point the way. By judicious handling it could, no doubt, be made to blossom into a



James W. Hook

case wherein these points are at issue. The best advice is that with labor now protected in its right to bargain collectively with employers, the need for going further in law is removed. Fair wages and hours and other conditions of employment are matters of negotiation, competitive unit by competitive unit, of every industry—a fact recognized by the terms of the Wag-

definite labor policy, fair alike to employer and employee. To bring this about is a matter itself of bargaining. Labor must be brought to see that passive acceptance by employers of a one-sided act does not make for peace but for industrial war. It must join with employers in a conscientious effort to re-write the act in the public interest, making it fair to each side and rendering both sides responsible.

There is another side to management relations with employees that, in my opinion, is fully as important as the legal one. It is the human side. Management more than ever must think of its employees in the warm light of personal interest. It was this interest, reflected in the vast improvement in production methods, that, over the past century, increased labor's share of the national income from 38% to 65% and reduced average weekly hours of labor from 69 to 41. Laws may help to fix national thought and policy, but real public benefits come from enlightened leadership wherein the lot of the common man is favored and improved. Management cannot relax this interest for one fleeting moment.

Labor is intensely human. Its desires and ambitions are not different from those of any other class of people, except that in some cases they are intensified by worry and fear for the future. Like anybody else, labor exalts its own contribution to society and wants to receive proper compensation for it. It wants to be free, but chafes at the freedom of others that in times of depression deprive it of earning a livelihood by honest toil. Moreover, it has its moods and sentiments the same as other people. All of these things must be taken into account by management and every reasonable effort made to eliminate the irritants by kind and considerate action the moment they come to notice.

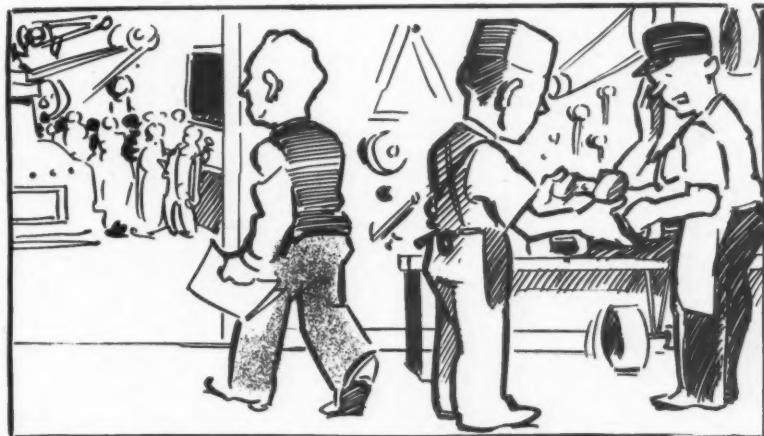
I have watched carefully the reports on strikes and strike threats in the vicinity of New York and New England during the past six months, particularly strikes in small plants, and I must confess that very often I found myself in sympathy with the employees' demands. In most cases long hours, low wages, particularly low starting wages, failure to pay extra for overtime and bad sanitary conditions were at the root of the difficulties. Strike epidemics nearly always begin in low standard shops. The infection then spreads into the better shops until the public, dis-

gusted, turns in wrath against both employer and employee. This brings demands for more regulatory laws to protect the public interest and feeds anew the fires of class hatred.

There are many things which the employer can do to remove the underlying causes of labor difficulties. The first is to keep in touch with the trends in employee policies that are developing all about him. One of these trends, obviously, is the shorter week. Any plant that is not truly endeavoring to bring its work week down to approximately 40 hours is storing up trouble for itself later. I know of plants that concluded, when NRA was voided, that the good old days were back again. They boosted hours as bus-

the public, generally, sympathize with the workers.

A third trend is the increasing hope of employees that they may some day be provided with steady work and security in old age. Generally speaking, they understand the difficulties involved, but they want employers to show sympathy for the objective and do all in their power to bring it about. Employers of the future probably can and will do more to regularize their production so that stable, dependable workers may have greater assurance of steady work. The Social Security Act and the monetary factors affecting it may be developed so that a limited security will be reasonably assured for the aged and infirm. Both of these



ONE of the employer's hardest tasks is to determine what his men think of their jobs and of the management. If grievances could be discovered and ironed out as they occur one of the most flagrant causes of inefficiency and industrial disputes would be removed.

iness increased and satisfied themselves that they were increasing employee earnings. Many such plants are in labor difficulties today. They are receiving demands from the workmen for shorter hours without reduction of weekly pay and for penalty wages for overtime. Other plants which really tried to retain code wages and hours, by improving production technique and plant and equipment, are in favored positions.

Another trend is an enlivened consciousness on the part of labor and the public of the need for better working conditions in plants, including better plant housekeeping, better sanitary conditions and better heating and lighting. When, a strike threat looms in a plant that is deficient in these matters, the local newspapers and

objectives are desirable if attainable. Employers would do well to give them sympathetic thought and attention and conscientiously try to bring them to pass.

The fourth trend is the demand on the part of employees for ways and means to reach their employers, without prejudice, when they have a grievance. The employer who looks upon a complaint of one of his men as a nuisance or a personal affront is not helping to make labor problems less acute. In my experience, about ninety-five per cent of the complaints of employees can be ironed out almost instantly once they are brought to the attention of the employer. The difficulty lies in getting the complaint up front. The employee doesn't like to risk presenting it himself. He wants

SCHOLLHORN

(Continued from page 4)

his co-workers to join with him so that any resentment which may be aroused will not fall on himself alone. This is where the demand for collective bargaining is born.

On the other hand, the employer certainly cannot be expected to settle a complaint before he hears about it. One of his hardest tasks is to determine what his men really think of their jobs. An employee will complain about the smallest thing to his fellow workmen, but will never make a peep about it to any one in authority who has the power to correct it. Labor leaders are well aware of this employee psychology. It is, in fact, one of the sources of their power. In unionized plants, very often, they don't want the employee to discuss his grievances with his employer. They want him to report to them so that they might make a settlement with the employer and get the credit for it. In this way the labor leader can show the employee that he is getting something for his dues and thus keep him a paying member of the union.

Many of the larger plants in the country have tried hard to establish local means whereby grievances may be brought promptly to the attention of management. In every case, however, the means provided have been attacked by organized labor on the theory that they are management-dominated. Seldom do we hear these means complained of when they shelter a lower standard of wages, hours and working conditions than unionized plants enjoy. It has always struck me as strange that social reformers and public policy makers have not interested themselves in this perfectly apparent anomaly and asked for reasons why.

In the small units, representing probably ninety per cent of the individual employing units in the country, local employee organizations have not been altogether practical. No more so have been labor unions. In these plants, employing 200 or less, the owner or manager usually knows every employee by his first name and is in a position to hear complaints and promptly rectify them. It rests with himself alone whether his employees look upon him with fear and distrust, or with confidence, esteem and affection. I can think of no one thing that would do more to stabilize employer-employee relationships in the country than for the managers of these so-called small shops to develop proper wage, hour and working condition policies in their

plants. If they should do so I feel that the fear of labor domination in this country would disappear very quickly. No labor movement can gain large political power if its influence does not reach the small units of industry spread far and wide throughout the country. Hence, I say to the managers of small businesses—put your houses in order at once. Discard the old theory that your obligation to your employees ends when you deliver their weekly pay. Study the conditions under which they labor, the wages they receive and the hours they work. Watch their advancement, employee by employee, and see to it that as each improves in accomplishment his pay envelope increases correspondingly. Adopt a liberal starting wage and don't be concerned if some of the newcomers advance very rapidly. I know one concern in which the top executive keeps in his own desk a personal record of every wage-earner in his plant. That record shows earning increases for individual employees ranging from 5% to 76% during the past twelve months. Some employees have received as many as six increases during the period. The average increase for the whole force is nearly 20%. If an employee is not increasing his earnings he is spoken to and shown his record and put under the tutelage of an older person for a few days as a means of helping him along. These are only a few of the ways to establish a good employer-employee relationship. Literally hundreds of others can be found if management will only take time to look for them. Employees, themselves, will suggest them if made to feel that their employer is truly interested in giving them steady work and seeing them advance.

The recent court decisions have been followed by a plethora of suggestions, declarations and interpretations calculated to give aid and comfort to partisan wishes. Employers' organizations have tried to limit the decisions to the smallest possible compass. Labor organizations have done exactly the opposite. A better counsel, it seems to me, is tolerance of the act and a genuine attempt by everyone to make it work rather than fail. I can see in it the beginning of a national labor policy which, when finally constructed, will make for industrial peace. Such an outcome will not materialize, however, unless the leaders on both sides, with statesmanlike vision, use every endeavor to bring such a result to pass.

in spectacles. Furriers use a specially designed plier for stretching furs. Large poultry raisers use them for imprinting a tattoo mark under the wings of chickens so they can be identified if stolen, or when they reach the market place. Similar plier type tools are used to fasten clincher tags to animals for identification.

Not long ago a special seal press of the plier action type was developed for a public utility company to seal electric meters against theft of electricity by an organized ring who had broken the seals formerly used. A special plier has also been developed for corset fitters. Fishermen, florists, milliners, mechanical and professional dentists, telephone and public utility linemen also find Bernard pliers indispensable in their everyday tasks.

Perhaps the two most interesting new developments in the "special purpose tool" line was the special tool made for extracting lamp bases from sockets after the bulbs had been broken, and the one for spreading chain links. Many of these enumerated and numerous other special applications have been developed by Schollhorn engineers at the specific request of some concern with a knotty production problem to solve. Afterwards many of these special items have become known as "standard" because of their general adoption by a given trade or industrial group.

Modest, its accomplishments and economic importance to the community heretofore unsung, the 73 year old Wm. Schollhorn Company, in common with numerous other Connecticut manufacturers of products of great benefit to mankind, is at the service of the nation's industry and trade for the solution of its specialized hand tool problems. And that signal service should be remembered as the factor most significant to the community, the state and the nation in which the company is located.

The present officers of the Wm. Schollhorn Company are: W. J. Berbecker, president and treasurer; Marcus E. Gere, vice president and assistant treasurer and A. F. Meyerhans, secretary. Besides being president and treasurer, W. J. Berbecker is director of sales. In addition to his duties as vice president and assistant treasurer, M. E. Gere is general manager. W. A. Allen is sales promotion manager.

REVOLUTION*

By GEORGE E. SOKOLSKY

Ed. Note. This startling article draws a parallel between past events in Russia and recent ones in the United States.

TROTSKY was organizing the workers and soldiers to take over the provisional government in Petrograd. Two centers of activity occupied him. One was the Petrograd garrison, which was to mutiny against the authority of Kerensky. The other was the seizure of industrial plants by the workers.

One of the principal industrial institutions in Russia was the Putiloff munitions factory, a steel works. Here shop committees were organized and the workers instructed to take over management. Step by step, in fact, the workers reduced the authority of management in all industrial enterprises, not only in Petrograd but in every city in Russia.

★ ★ ★

Long before the Communist revolution transferred political power from Kerensky to Lenin the workers had destroyed all rights in private property in industrial and commercial enterprises. The labor unions were in possession, and they were taking orders from the Soviet of Workers, Peasants and Soldiers' Deputies at the Smolny Institute. Private property disappeared before the rights of human beings disappeared.

What was Kerensky doing during all this period? He was speaking of what he would do. He was seeking compromises. He was angling for a reunion of Socialist groups. He was secretly negotiating with conservatives and reactionaries. He was dreaming of great Napoleonic victories. He was orating of democracy. He was steeping himself in international intrigue. He was, in fact, doing nothing at all.

He had created all the agencies for his own destruction, and they were now at work. He had sought to be popular at the expense of righteous public morals. He had catered to the nether millions that he might listen to their cheers. He had abolished national discipline. He had played ducks and drakes with the law. But he dared not interfere with the forces of de-

struction. They marched forward unimpeded.

★ ★ ★

I attended meetings of the Constituent Assembly after Kerensky had disappeared. Here the representatives of the Russian people were forgathered. The Bolsheviks were a tiny minority. Did they mind? Not at all. Lenin waved his hand to his secretary in the balcony and smiled—it was a gesture to show how little his mind was upon the struggle for Russian freedom.

Then he came no more. No Bolshevik appeared. The representatives of the Russian people—like our Con-

stituent Assembly arose to speak his mind on behalf of the representatives of the Russian people. The assembly hall filled with troops. One approached the dais.

"Comrade, you have spoken enough," the soldier said. "Go home!"

The representatives of the Russian people were filled with consternation. Strong men wept. I remember my own emotions—my anguish in the presence of futility. Chernoff tried to be heroic. The soldier stopped him. Workers were already marching in the streets.

The representatives of the Russian people dispersed. A minority had con-



gress—they sat and waited. One moment we heard a rumor that Lenin's dinner was prolonged. At another moment we heard that he was in the building—the Duma Building, I think it was.

Men stood in groups and spoke to one another. Not a person smiled. Then there were prolonged silences.

Finally the president of the Con-

quered Russia by organized minority pressure. They had seized the means of production and distribution. First they destroyed private property. Then they destroyed human rights. It was the end of Russia's chance for democracy.

What were intelligent, educated people doing? What were business men and bankers doing? At that moment each man was looking after himself. Some were seeking to get in under the

* Reprinted from the New York Herald Tribune, March 29, 1937.

tape. They would assist the Bolsheviks; maybe the Bolsheviks would let them live. Some were attempting to save a few effects. Some were even planning to corrupt the Bolsheviks as they had corrupted the Czarist régime and the Kerensky régime. Others were trying one compromise after another.

Some were speculating in the country's misfortunes. They were gambling on money exchange; gambling with bonds and stocks; holding on to raw materials for higher prices. Everywhere prices were rising and the value of the ruble was constantly declining.

Not a constructive word came from these people. Not a constructive idea. Even their newspapers ceased to print news favorable to them, because the reporters and writers were organized in unions and they would permit only such news and views to be printed as the unions ordered. And had they disobeyed, the pressmen would refuse to print the newspaper.

* * *

Once I saw a religious group march throughout the streets with icons and other holy images, and they were singing hymns for "Resurrection." But they were so few. The cadets who were in training to be military officers, they attempted to make a stand. But the great mass of Russia's intelligentsia, of Russia's economic and social middle class, were incapable of defense.

Every night the cafés chantants were filled with the bourgeoisie. They were still eating caviare and drinking champagne. The artistes sang humorous songs about Lenin and Trotsky, and the business men applauded with merriment. They would make money, they felt, no matter what kind of politician was in power.

In the end they had nothing. Their property, their human rights, even their lives were taken from them. I met many of their wives and daughters later in Harbin and Peking and Shanghai, where they were forced to earn their livings by the only means left to them.

The Bolsheviks could not ultimately succeed, they had believed. They had many explanations for their views. "The deeply mystical character of the Russian people." "The peasants will never permit their farms to be taken from them." "Starvation will drive the workers to their senses."

* * *

What is the use? All these explanations were just waves of wind. The organized minority had focused its will on the seizure of property and

government. The majority was engaged in every occupation but the defense of the rights of property and rights of man. The minority smashed the majority because only the minority knew what it wanted. The majority was destroyed because it could not believe that it had to organize and fight to live.

Yes, they woke up later. But it was too late. Their chance lay in government by law when Kerensky was in power. This chance they missed. Their tactical advantage was to resist every suggestion of compromise while they still possessed power, but they lost themselves in painful disputations concerning humane considerations until humanity itself was crushed. Compromise destroyed their one weapon for resistance, the army.

Some business men and bankers and engineers and lawyers escaped to foreign countries. Many more were sent to prison camps. Even more were killed. Their smartness had outwitted them.

I saw all this. From July, in 1917, until March, in 1918, I saw this process. Let those who know human history only from books believe that it is possible to compromise upon essential principles of human rights. I have witnessed too many poisons mixed in the melting pot of compromise; I have seen too many Pandora's boxes opened by the intriguing fingers of compromise.

* * *

There are no two sides to some questions. You cannot see a thief stealing your silver and cogitate upon the other side of the question. You dare not think of a kidnap and say, "Perhaps kidnaping is, after all, not altogether wrong."

Yet men will view crimes equally severe and say, "Well, maybe there is another side to this question." Do you remember Miss Perkins's remarks on the possible legality of the sit-down? It is such stuff that blows up civilizations, even as the mad gas in Texas blew up a schoolhouse.

As I write of those days in Russia I think of all the seizures of property in this country. And of the compromises that are being made. The sit-downers in Chrysler write Governor Murphy that they elected him and he must serve their will. How often was it thrown up to Kerensky that he had been raised to power by soldiers and workers, and he must obey them! When the oath of office—when an oath sworn on a Bible can become a subject

for individual interpretation — when public officials can ask themselves, "Must I serve the entire nation, or the pressure group that put me in power?"—then the nation is bound to fall.

Revolutions are successful when an organized minority discovers that the majority is split, is confused, is without vigilance. Then it is revolutionary tactics to confound and confuse the majority by side issues, by speeches on humane subjects, by beating the drum of progress and liberalism.

* * *

Almost like vaudevillians repeating the jokes of a decade and a century ago, the revolutionists and the compromisers repeat the slogans and the adages of all the centuries and of all countries. They play upon distress; they create emergencies; they ridicule fundamentals. And all sorts of people are taken in by these tricks and they bow to the golden calf of humane proposals. Only too late do they learn that this emphatic humanity is only a veneer, only a sham in the rise to power.

The minority stand upon the shoulders of those whom they fool only as long as they need protection. When they want to come to earth, they destroy the props that supported them. Do you know that there were even Jews in Germany who in Hitler's early days were just such props. Where are they now?

The American people do not yet realize that they are in the first stage of a revolution. Yet all experience with revolution shows that the seizure of private property by lawless bands before whom government stands impotent is the first major battle in the destruction of any government.

* * *

Ed. Note. After reading this tragic episode in the destruction of both private property and then human rights in Russia, and the striking parallels now occurring in the United States in connection with the automobile and steel strikes, can you, Mr. Reader, still say complacently, "It can't happen here in America"? Remember that the latest move on foot is the unionization under CIO of the nation's press. The great disorganized majority of farmers, business men and workers still stand impotent while three governors and our President throw their influence, by their acts or lack of them, on the side of the organized minority.

NEWS FORUM

Cheney Reorganization Terminated. Two years and one month after Cheney Brothers filed a petition for reorganization under Section 77B of the Federal Bankruptcy Act, Judge Edwin S. Thomas of United States District Court signed a final decree (May 25) terminating the proceedings. The order was signed in confirmation of a report of Special Master A. S. Albrecht, submitted to Judge Thomas by Pomeroy Day of Robinson, Robinson & Cole, counsel for Cheney Brothers, and Ward Cheney, president of the company.

Besides confirming the report, Judge Thomas' decree terminated the appointment of Mr. Albrecht as special master; discharged Cheney Brothers of all debts, claims and liabilities, except those which were previously agreed to be paid, and enjoined all creditors, claimants and stockholders from suing on account of claims.

* * *

Billings Holds Sales Conference. An outline of new products, new manufacturing methods, advertising program and sales policy of Billings and Spencer Company, Hartford, developed during a three-day sales conference in Hartford during the week of June 6. The entire program was laid before the company's 14 sales representatives from Texas, Virginia, Pennsylvania, New York, Illinois, Michigan and various New England states by the company management.

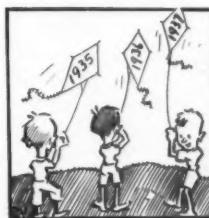
Following a trip through the factory, which makes a complete line of merchandise tools and commercial drop forgings, the remainder of the time was given over to discussion of sales, advertising, development in metals, new production methods and new products, and several talks by President William A. Purtell and directors and officers as follows: Frederic C.

Billings, chairman of the board; Graham H. Anthony, president of Veeder-Root; Carl A. Gray, vice president of Whitney Chain and Manufacturing Company; Seth Hadfield, head of Hadfield, Rothwell, Soule & Coates, accountants, all of whom are directors. The meeting was also addressed by Morris Michman, treasurer; W. Roy Moore, vice president; James Allison, factory manager and Raymond H. Young, advertising manager.

The conference was called shortly after completion of details which provide the company with adequate financial and management resources for maintaining and improving the company's high place in the tool and commercial forging industry.

* * *

New England Industry Above Last Year. Although New England manufacturing lines have been affected by seasonal changes, the general average of activity, according to a report of Dun & Bradstreet Inc. on June 3,



is being maintained about 10 to 15 percent higher than a year ago. Retail sales are said to be running from 5 to 15 percent ahead of last year while wholesale gains are being recorded at a 10 to 20 percent increase. With the exception of the woolen business and the building trade, all other

lines of activity are showing considerable margins over last year. Even the latter two branches of New England business rank above the showing last year.

* * *

CIO Loses in Yale and Towne Vote. Recent voting by employees at Yale and Towne Mfg. Company as announced by John B. Moore of the New York office of the National Labor Board resulted in 1,565 votes being cast in favor of employee representation by Yale and Towne Employees' Association as compared with 1,419 votes for representation by the United Electrical and Radio Workers of America, a CIO affiliate.

* * *

Peck, Stow Votes Dividend. Peck, Stow and Wilcox Company, manufacturers of sheet metal tools and hardware, declared a dividend of \$1.00 a share June 3, on the present stock, payable June 15, which will be the first disbursement made by the company since May 15, 1929.

At the same time directors authorized the management to mail immediately warrants to stockholders of record as of 3 p. m. June 3, in connection with the company's offer of new stock, one share for four now held, at \$11. Rights for this stock will have expired by June 22.

* * *

Strike Ends at Horton Plant. Approximately 20 of the 65 workers who walked out on strike at the E. Horton and Sons Company, April 21, returned to their jobs Tuesday, June 8, according to Joseph C. Regan, president of the company. Other men were to be taken back to work as production schedules warranted, by the terms of an agreement made be-

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THE BRISTOL COMPANY, WATERBURY, CONNECTICUT

tween the workers and management at the State Labor Department office in Hartford on June 7. While the exact terms of the agreement were not disclosed, it is understood that the men are working 40 hours per week and receiving time and a half for overtime. About 15 men have been working for several weeks previous in the company's die and tool making plant.

* * *

Bristol Factories to Give Vacations. Vacations with pay to factory employees were recently announced by the Wallace Barnes Division of the Associated Spring Corporation, Veeder-Roof Inc., and the Bristol Brass Corporation, all of Bristol. At the same time the Bristol Brass Corporation announced a pay increase of 5 cents an hour and a minimum of 55 cents an hour for its 400 employees.

The E. Ingraham Company, as announced a short time ago, is also giving its employees two weeks' vacation with pay.

* * *

New Britain Machine Distributes Bonus. Around 1160 workers of the New Britain Machine Company will receive a bonus on June 15, ranging anywhere from pay for 20 hours work, if he has served between two months and a year, to 40 hours' pay if he has been in the employ of the company for a year or more, according to a statement made Thursday, June 10 by President H. H. Pease. At the same time, Mr. Pease announced that there was sufficient work on hand to operate continuously throughout the summer, but that the plant would be closed Saturdays starting July 3.

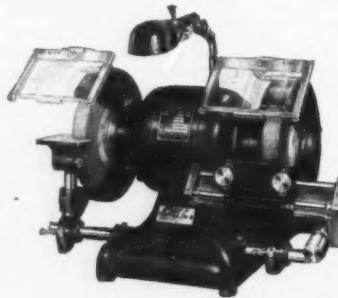
* * *

Net Earnings Up at Connecticut Power Company. In a recent statement to its stockholders, signed by President Viggo E. Bird, the Connecticut Power Company reported an increase of \$90,021.27 in net earnings

for the first quarter of 1937 over the same quarter of last year. Gross earnings showed an increase of \$167,600 over the same period last year, said to be traceable to all classes of earnings, especially sales to commercial customers and other electrical corporations. Operating expenses and taxes increased \$77,600, said to be due for the most part to power requirements and increased taxes, the latter largely due to Federal Social Security taxes.

* * *

Stanley Announces Edge Tool Grinder. A new Edge Tool Grinder, known as No. 667 Edge Tool Grinder, was recently added to the line of Stanley Electric Tools of New Britain. With a 1/3 H. P. induction motor and two specially built 7" wheels, one for edge tool grinding and one for general



purpose grinding, this new Grinder is designed primarily for schools and industrial woodworking shops.

Special features include a patented attachment for holding and grinding plane irons up to 2 5/8" and chisels of any size, a light fixture that may be adjusted to any position, a tool rest and a pair of Safety Eye Shields.

The full ball bearing motor is totally enclosed to protect bearings from dirt and grit. The grinding wheels are protected with guards except for the working area.

* * *

Bristol Announces New Pyrometer. A new millivoltmeter-type

Portable Indicating Pyrometer has recently been announced to the trade by The Bristol Company, Waterbury, Connecticut, for measuring temperatures up to 3000° Fahrenheit, using a thermocouple and extension leads.

Use of a cobalt magnet allows exceptionally designed features—including increased sensitivity and a widened scale for more accurate readings. Unusual sensitivity is accomplished without the need for critical leveling adjustments and with no sacrifice of ruggedness. The high-resistance millivoltmeter movement is double-pivoted and completely shielded to prevent the effects of stray fields.

The molded Bakelite case is of moisture- and dust-proof construction and of modern design. The instrument is available in single and in double ranges and is said to be especially adapted for industrial use.

* * *

Williams' Stockholders Approve New Set-Up. Changes in the capital structure of J. B. Williams Company, manufacturers of toilet articles, Glastonbury, were voted and authorized by stockholders at their meeting on Monday, May 21. The capital structure changes, as approved by directors, were announced in the News Forum Department of the June issue of CONNECTICUT INDUSTRY. Since the latter meeting, important changes in the executive personnel were announced as follows: Everett B. Hurlburt, formerly vice president and general manager, was named president and treasurer succeeding Henry K. W. Welch, who had been president for 23 years and with the company for 38 years; Charles S. Campbell of New Haven, president of the Durham Duplex Razor Company of Newark, was elected vice president and general manager and made a member of the board of directors, along with Samuel W. Meek of Greenwich, who is vice president of the J. Walter Thompson Company, ad-

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vertising agency in New York, and also director of *Time*, *Life* and *Fortune* magazines.

Mr. Hurlburt, who succeeds to the presidency, has been associated with J. B. Williams Company since 1897 when he was graduated from Sheffield Scientific School, Yale University. Engaged originally as a chemist, which work he continues to direct, he later assumed the duties of plant manager which he will also continue to perform.

Mr. Campbell, who now becomes active in J. B. Williams Company, has been successful in industrial management with the Durham Duplex Razor Company which has provided experience in a field allied to that of the business of the J. B. Williams Company. Previous to his connection with the Durham Duplex Company he was identified with the Remington-Rand and was a factor in setting up that unit. Mr. Meek has been closely associated with Mr. Campbell in the successful promotion of Durham Duplex Razor Company.

★ ★ ★

New Haven Chapter N. A. C. A. Holds Annual Meeting. The New Haven Chapter of the National Association of Cost Accountants held its annual business meeting in conjunction with its regular monthly technical meeting in the Y. W. C. A. ballroom, Tuesday evening, May 18.

The technical meeting was addressed by Dr. Theodore H. Brown, Professor of Business Statistics at Harvard University, who spoke on "Business Forecasting and its Relation to Cost Analysis." The principal business of the annual meeting was the election of officers and directors for the coming year, as follows: President, Dr. Ralph C. Jones, Professor of Accounting, Yale University; Vice President, George W. Rood, Sales Manager, Remington Rand Co.; Vice President, Fred F. Hollowbush of the Seamless Rubber Company; Treasurer, William C. Meehan of the Connecticut Social Security Staff; Secretary, Edward A. Wall of the Winchester Repeating Arms Company; Assistant Secretary, Vincent P. Smith of the New Haven Dairy Co. Directors, Edward I. Petze of Petze & Schuyler, Hallet B. Schenck of Brock Hall Dairy Co., Leslie S. Bailey of Ansonia O. & C. Co., Ansonia, Frank V. Bigelow of Malleable Iron Fittings Co., Branford, Elson P. Dolliver of R. Wallace & Sons Mfg. Co., Wallingford, Joseph H. Rafford of Rockbestos Products Co. and

Thomas E. McLaughlin of International Business Machine Co.

President Wm. J. Carroll presented the reports of the officers and directors for the current year and awarded prizes for individual efforts in the association during the year.

★ ★ ★

General Shaver Moves to Dismiss Injunction Plea. A motion to dismiss the petition filed by the Lektro Shave Corporation in an effort to secure an injunction against the General Shaver Corporation of Bridgeport, was filed June 11 in the United States District Court by counsel for the Bridgeport corporation.

The General Shaver Corporation, subsidiary of Remington-Rand, Inc., manufactures the Remington electric razor which the petitioning company claims incorporates the same round-head design as its Packard Lifetime Lektro-Shaver.

The motion to dismiss is based on alleged defects in the petition for an injunction.

Attorney Carlos Ellis, Jr., of Middletown appeared for the General Shaver Corporation and Attorney A. S. Lowenthal of New York for the Lektro Shave Corporation.

★ ★ ★

Western Union Announces Rate Reductions. The Western Union Telegraph Co. has recently announced drastic reductions in rates for overnight telegraph service effective June 1, which it is estimated would cut the



cost of the nation's telegraph bill of both short and long messages by approximately \$3,000,000.

The effect of these reductions is that the charge for 25 words is now the same as, and in some cases lower than, the previous charge for a 10-word night message and that long messages can be sent at relatively lower rates. The 10-word night message has been discontinued and the initial charge for night letters is for 25 words instead of for 50 as previously. The maximum charge for a 25-word night letter is now fifty cents, even

for the greatest distances in the United States.

Words in excess of twenty-five are now being charged in groups of five instead of ten. Rates start at an unprecedented low level and decrease progressively as the length of the message increases, resulting in added-word rates as low as one cent for five words for messages sent a short distance and, for night letters sent over the greatest distances from Hartford or any other given point, nine cents for five words in shorter messages and three and one-half cents for each five words sent in excess of 200. This is a new principle in rate-making and is designed to facilitate the use of the telegraph for all manner of business and social communications.

Company officials feel that these new overnight rates will enable the public to lay down communications everywhere at the opening of business the following morning, with absolute certainty and at extremely low cost, regardless of the length of the messages.

★ ★ ★

Brass Workers Get Wage Boost. Fifteen thousand employees of Waterbury's three major brass manufacturing companies will receive wage increases of five cents an hour, according to an announcement by American Brass Company, Chase Brass and Copper Company and Scovill Mfg. Company on May 15. This is the fourth increase by these companies since September, the first three being 5 per cent each.

In addition to the five-cents-an-hour rise, it is understood that the three companies will pay time and a half for more than 8 hours per day or 40 hours a week, and that workers on night shifts will be paid an additional 5 per cent to compensate for late hours. Most departments of the three factories are said to be working on a 24-hour schedule of three 8-hour shifts.

★ ★ ★

Silex to Offer Stock. The Silex Company of Hartford recently registered with the Securities Exchange Commission an offering of 50,000 shares of its stock to be underwritten by Carlton M. Higbie Corporation of Detroit, to be sold at approximately \$9.87 1/2 per share, or at approximately ten times the 1936 earnings for Silex and its subsidiary, Hartford Products Company. The shares come 15,000 from the company and 35,000 from Frank E. Wollcott, principal owner,

and are to be listed on the New York Curb Exchange.

Silex, which manufactures and markets, partly through Hartford Products, glass coffee makers for domestic and restaurant use, reported a net of \$212,061 in 1936, compared with \$80,439 in 1935 and \$18,892 in 1934. The net for the first quarter of 1937 was \$92,097.

The company's balance sheet as of March 31 showed total assets of \$578,532, of which \$406,414 was current, including \$173,816 cash, against current liabilities of \$149,791. Capital consists of 200,000 shares of \$1 stated value, and earned surplus was \$228,741. Proceeds for the new issue, it is stated, will be used for working capital.

The story of the growth of the Silex Company appeared in the March issue of CONNECTICUT INDUSTRY.

★ ★ ★

Connecticut Engineers Meet at Bristol Company. The sixth annual meeting of the Connecticut sections of the American Society of Mechanical Engineers met at 3:15 p. m. May 27, in the Bristol Company's auditorium, Waterbury.

Speakers at the meeting included the following: James H. Herron, national president; Albert L. Davis, chairman of the Waterbury section; W. K. Simpson, chairman of the general committee of the state sections; C. E. Davies, national secretary; H. R. Westcott, vice president and senior councillor and R. L. Munger. Six Waterbury engineers who spoke during the technical session included: Ray Havican, Harry G. Keshian, Alvin A. Davis, Perry A. Borden, William J. Kerr and Walter N. Hubbard.

During the day the engineers visited the Bristol Company and the Goodyear Rubber Company plants while their wives inspected the plants of the Princeton Rayon Company in Watertown and the U. S. Rubber Company in Naugatuck.

★ ★ ★

Lux Clock Stock Being Offered. An offering of approximately 18,000 shares of the stock of the Lux Clock Manufacturing Company is now being made in Connecticut only, through the firm of Henry C. Robinson and Company, Inc. The stock of the company, organized in 1917, has been closely held in Waterbury. This limited number of shares is now being offered at \$19.50 a share.

The Lux Clock Company is engaged in the manufacture of alarm and nov-

elty clocks, and a varied line of clock mechanisms. It numbers among its large customers such concerns as American Stove Company, Brown Instrument Company, Eastman Kodak Company, General Electric Company, Glenwood Range Company, Landers, Frary & Clark Company, Manning, Bowman & Company, Taylor Instrument Company, Westinghouse Electric & Manufacturing Company and numerous others.

The company's volume of sales in 1936 was \$1,844,546, divided between clocks and automatic timing devices, which compares with \$1,209,572 the previous year, or an increase of approximately 50 percent. Net earnings showed an increase of 100 percent in the same period. The company's dividend record in 1930 has ranged from 12 percent down to 8 percent, being 9 percent in 1936.

★ ★ ★

Anthony Made Director of Connecticut Mutual. Graham H. Anthony, president and director of Veeder-Root Inc., and director of several other Connecticut corporations, was recently made a director of the Connecticut Mutual Life Insurance Company to succeed the late Edward Milligan, former president of Phoenix Insurance Company. Mr. Anthony brings to the board of the Connecticut Mutual a broad knowledge of corporate affairs, being actively engaged in the direction of many Hartford organizations.

He is president of the Manufacturers' Association of Hartford County, director of the Manufacturers Association of Connecticut, Inc., Colt's Patent Fire Arms Mfg. Company, the Holo-Krome Screw Corporation, and Billings and Spencer. He is also a member of the Governor's Advisory Council on unemployment insurance, and of the finance board of West Hartford, a director of the Community Chest, a director of Kingswood School, Y. M. C. A., and president of the Hartford Club.

★ ★ ★

McKesson Buys Libbey-Williams. McKesson and Robbins, Inc., manufacturers of drugs and proprietary medicines, and wholesale liquor distributors, has recently purchased the assets of Libbey and R. C. Williams Corporation of Hartford and will continue the business of the latter concern at premises leased at 30 Bartholomew Avenue, Hartford.

F. Grey Libbey, president of Libbey and R. C. Williams Corporation, has

become manager of the Hartford branch of McKesson and Robbins, Inc.

★ ★ ★

Belden Plant Sold. The plant of the Belden Machine Company at 37 West Rock Avenue, New Haven, was recently sold for approximately \$10,000 to the Pevetty Stove Fixture and Manufacturing Company of Hamden. The sale marks the close of a company established 69 years ago by an ex-Civil War captain for the manufacture of guns, but which later changed its line to automatic hat-making machines, and still later established a foundry and machine shop, moving to its present site in 1887.

★ ★ ★

Federal Tax Collections Increase. A spurt of nearly 62 percent in total collections of Federal taxes in Connecticut during the month of April was noted over that of the same month in 1936, according to a recent announcement by Thomas S. Smith, collector of internal revenue for Connecticut.

April collections in all classifications amounted to \$9,728,839.31 as compared with \$6,012,556.42 for April, 1936. April receipts brought to \$48,843,914.68 the amount of taxes collected during the first 10 months of the present fiscal year, or a gain of more than \$12,000,000 over the figure for the same period of the last fiscal year.

★ ★ ★

Hostetter Awarded Medal. Dr. John C. Hostetter, vice president of the Hartford-Empire Company and recently director of the 200-inch telescope disc project at the Corning Glass Works, Corning, New York, was awarded on May 19 the Howard N. Potts medal at the Franklin Institute, Philadelphia, as a token of nationwide tribute on the part of outstanding scientists.

Dr. Hostetter, formerly director of development and research at the Corning Glass Works, has served as vice president in charge of research and development at the Hartford-Empire Company since the first of the year. In recognition of his achievements as a practical scientist in the field of glass engineering, Secretary Henry B. Allen of the Franklin Institute sent Dr. Hostetter the following letter of notification:

"I am honored to inform you that the board of managers of the Franklin Institute, upon recommendation of its committee on science and the arts,

has voted to award to you a Howard N. Potts medal."

The report reads as follows:

"In consideration of the combination of technical understanding and executive ability which has enabled him to direct the application of glass to such diversified new uses as a 200-inch telescope disc and saucers that can be used above an open flame."

The Potts medal was purchased with a sum of money left by Howard N. Potts, a distinguished Philadelphian, for the purchase of a gold medal to be awarded by the Franklin Institute to one distinguished in science and mechanical arts.

★ ★ ★

Officers Renamed at New Haven Chamber. Officers of the Manufacturers' Division of the New Haven Chamber of Commerce, with the exception of Carl W. Bettcher and Edwin Pugsley, were renamed at the Division's annual election held in New Haven late in May as follows: Herbert D. Ackley, associate secretary-controller of the Berger Brothers Company, president; Henry W. Jones, Jr., and William C. Armstrong, vice presidents. Those named as members of the Board of Directors were: Herbert D. Ackley, William C. Armstrong, Isadore Bortniker, Henry W. Jones, Jr., Carl W. Bettcher and Edwin Pugsley.

★ ★ ★

Montgomery Mills to Stop Spinning. Faced with a loss of a weekly payroll running around \$2,500 the Montgomery Company of Windsor Locks, it is understood, is planning to close the cotton spinning section of its mill as soon as present materials on hand are exhausted. The closing of this branch of the company's activities will mean unemployment for some 200 persons in the Windsor Locks area, leaving the company with approximately 100 hands employed in its tinsel division.

The Montgomery Company, established in 1871 by the late John R. Montgomery, has the reputation of being the first in the country to put on the market mercerized cotton yarns, introducing this novelty in 1896. The company has been operated for the past five years by Spencer, J. Robert and G. Milton Montgomery, sons of George M. Montgomery, who was associated with his brother, the founder, until approximately 5 years ago.

Although business at the plant has not been good for the past ten years,

it showed an upturn during the past year, which held out the hope that the company would soon be in a healthier financial condition. However, according to a recent announcement by officials, the suspension of activities in the cotton spinning section was brought about by inequality of competition and market conditions that have caused continued operating losses.

★ ★ ★

Bird Reviews Early Connecticut History. In a recent address delivered before the American branch of the Newcomen Society of England, at Philadelphia, Viggo E. Bird, president of the Hartford Electric Light Company and of the Connecticut Power Company, and a member of the American branch of the Newcomen Society of England, reviewed the "Early Beginnings of Connecticut Industry." The Newcomen Society of England was founded at London shortly after the World War, to encourage and promote research and study of the history of engineering and industrial technology. Through the initiative of Mr. L. F. Loree of New York, aided by a small group of well-known American industrialists, railroad presidents, engineers and educators, there was founded in 1923 the American branch of The Newcomen Society with headquarters in those of The American Society of Mechanical Engineers at New York. The Newcomen Society, named from Thomas Newcomen (1663-1729), the British Engineer, whose valuable contributions in improvements to the steam engine brought him lasting fame, has the collateral objective to provide another informal link in the friendly and intimate relations between the United States and Great Britain.

Departing from the usual chronological presentation of facts concerning the early beginnings of Connecticut industry, Mr. Bird stamped, at the outset, industry of the state as a symbol of thrift, self-discipline and directness of purpose, which had as its beginnings character-building hard work performed by the early Connecticut settlers. To strike the keynote of the thought which he desired most to leave with his fellow members of the American Newcomen Society, Mr. Bird said, "Pioneer effort is a challenge, a challenge that cannot but build character. The Colony of Connecticut was no exception. Out of the summation of individual character comes the character of a community, a region and a State. That is one reason why I take

satisfaction always that Connecticut was established by a God-fearing people. We in Connecticut have a heritage left to us of which we may be proud and to which we today may adhere. It appears to me that right now in American history the need is greatest for us to evaluate and make practical application of such a heritage. Connecticut, in the past, has led a way; she well may do so now."

Instead of talking at length about some of Connecticut's famous inventors and industrial founders, Mr. Bird referred only to a few en route to the quotations from original sources which, in themselves, recreated the atmosphere of the times, interpreted influences and trends and gave understanding to the problems, accomplishments, manners and customs of our early Connecticut ancestors. Some 43 such quotations from early Connecticut newspapers brought into clear focus the early settings of industry and commerce in more than a score of lines from 1755 to 1809.

After giving these brief quotations as evidence of when, how and where these Connecticut pioneers began to gain an economic and industrial toehold in an agricultural region, he gave pause to give expression to sentiment foretold within the opening paragraphs of his address as follows:

"If we in America are to go forward in the paths of truth, if we are to occupy a place among the Nations of the World where our integrity, honesty and fair-dealing will be recognized and trusted beyond peradventure, if we are to exercise that leadership for right which undoubtedly was in the minds and intentions of the founders of our Country—if we are so to go forward, then I believe it is necessary and necessary immediately to give far greater heed to the lessons and heritage of our past. They still ring true.

"It is my concept that the spirit we call 'Americanism,' of which generations of Americans have been proud, was first built, stone by stone and principle upon principle, by the founders themselves of this Nation. Perhaps there is more than coincidence that a New Englander should tonight be saying here at Philadelphia—at America's Cradle of Liberty—these words of earnest precept.

"At the beginning I observed that out of the summation of individual character comes the character of a community, a region and a State; and we may well add: '*and of a nation.*'

"America today is facing problems
(Continued on page 31)

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An alphabetical list of accessible services recommended to Connecticut Industry readers

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L. B. Baker, C.P.A., Manager

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DEPARTMENTS

Accounting Hints for Management

Contributed by Hartford Chapter N. A. C. A.

Current Assets and Current Liabilities. The orthodox conception of current assets is that they comprise cash, marketable securities readily convertible into cash and not held for particular purposes, accounts and notes receivable which in the normal course of events will be realized within one year from balance sheet date, and inventories. The S. E. C. defines current assets as items generally realizable within one year. From another source they have been described as "cash and items which in the ordinary course of business are convertible into cash in time to meet maturing obligations."

All current assets except marketable securities are in the normal course of events on the march toward cash, and so far as practicable they should be listed on the balance sheet in the order in which they will reach that destination. Marketable securities are in reality a part of the cash itself crystallized into an interest bearing form. Accounts and notes receivable are normally the first assets that will be realized, and they should therefore come immediately after cash and marketable securities. Inventories must pass through the intermediate stage of receivables before they reach cash, and their logical position is last under the current asset classification.

Marketable securities may be stated either at cost or at market value. If stated at cost, the market value at balance sheet date should be shown parenthetically. This is a requirement in statements prepared for the S. E. C.

Except in industries using basic commodities as raw materials there is little advantage in segregating inventories on the balance sheet between raw materials, work in process, and finished goods. Without an intimate knowledge of the company's sales contracts and delivery requirements this detail throws more heat than light into an appraisal of the statement. The basis used in valuing the inventories should be stated.

Current liabilities are the counterpart of current assets. They should include all items due for payment within one year from balance sheet

date listed generally in the order in which they will be discharged. If any assets have been pledged as security for the payment of any liabilities, this fact should be shown parenthetically after the asset items affected.

One approved form of balance sheet provides for accounts payable and accrued expenses to be consolidated into one total, but some prefer to see these set forth separately. If any advances have been received from customers against sales contracts they should be recorded under current liabilities.

One of the most usual bases of appraisal of the financial condition of a concern is its Working Capital ratio; this simply means the relative amounts of current assets to current liabilities.

★ ★ ★

New Chapter Officers Represent Diversified Industries. The officers and directors chosen by Hartford Chapter, N. A. C. A. for the coming year were chosen from widely varied business fields. They are as follows: President, Arthur H. Wilcox, Litchfield Savings Society; vice-president, Joseph E. Simmons, Arrow-Hart & Hegeman Elec. Co.; vice-president, George W. Osborne, International Silver Co.; secretary, Francis L. Haskell, Wallace Barnes Co. Div., Associated Spring Corporation; treasurer, Fred R. Jones, International Business Mach. Corp.

Directors: Clarence A. Barry, Whitney Mfg. Co.; Donald B. Bassett, Felt & Tarrant Mfg. Co.; Ed. H. Bengston, Scovill Mfg. Co.; George Frederickson, E. Ingraham Co.; Richard L. Goodwill, Trumbull Electric Mfg. Co.; Louis J. Schuster, Chase Brass & Copper Co.; Ralph B. Wright, First National Stores, Inc.

Transportation

President Submits Freight Rate Report to Congress. On June 7 President Roosevelt transmitted to Congress the Tennessee Valley Authority Report suggesting the establishment of a "uniform principle of making inter-territorial freight rates" as an aid to commercial development of that valley in the nation as a whole.

Said Arthur E. Morgan, chairman of the TVA, in summarizing the survey conducted by TVA, and made public in the report, "The survey shows the present regional freight rate structure, or boundaries, constitutes barriers against the free flow of commerce which are hampering and restricting the normal development of the nation as a whole by preventing the full utilization of the various natural resources that exist in the different regions of the country."

★ ★ ★

ICC Orders Revision of Rail-Ocean-Rail Rates. In its 25th supplemental report the Interstate Commerce Commission ordered a further revision of the rail-ocean-rail rates in the Atlantic seaboard territories to points in the southwest, including Texas, Oklahoma, Arkansas and that portion of Louisiana lying west of the Mississippi River. This report has the further effect of postponing the effective date of the rates in this territory from June 22 to July 22, 1937.

Connecticut shippers will be primarily interested in three phases of this supplemental decision as presented in the Association's Transportation Bulletin No. 525 dated May 17, 1937.

★ ★ ★

Freight Rate Increases Proposed Within Official Territory. The railroads recently issued notice of a joint public hearing by freight traffic representatives in Official Territory to be held in the Hawthorne Room, Parker House, Boston, Massachusetts, Thursday and Friday, June 17 and 18, for the purpose of giving consideration to a proposed revision of commodity rates on a large list of articles.

The suggested revision is intended to apply between all points in Official Territory and between points in Official Territory and eastern Canada. However, the proposed revision has application only to articles moving under commodity rates and therefore leaves unaffected all items moving under the classification basis.

The Association's Traffic Manager, N. W. Ford, attended the hearings. Full details of the list of items affected, which the Association has reason to believe may be of interest to members, was attached to Transportation Bulletin No. 526, mailed to members on June 9.

Public Utilities Commission Orders Uniform Motor Freight Classification. In a report and order dated June 4, 1937, the Connecticut Public Utilities Commission has adopted the Official Motor Freight Classification for application to all traffic moving under class rates between points in Connecticut.

The most surprising requirement is that classification ratings shall conform strictly and solely to the elements of weight and volume, which means that the Commission has discarded entirely other elements that have always been given consideration in determining classification ratings. The elements formerly used include value, fragility, liability to theft or pilferage, ability to stow and loading possibilities. The Official Motor Freight Classification provides for five primary classes based on weight per cubic foot as follows:

1st class:
3 to 5 pounds per cubic foot
2nd class:
5 to 10 pounds per cubic foot
3rd class:
10 to 15 pounds per cubic foot
4th class:
15 to 20 pounds per cubic foot
5th class:
20 pounds per cubic foot and over

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Bituminous Coal Rates Attacked. The Interstate Commerce Commission has assigned for hearing on June 28, 1937, at Washington, D. C., a complaint filed by the Property Owners' Committee composed of the important coal operators in the southern fields. The complaint alleges that present rates from mines in the coal districts of southern West Virginia, Virginia and eastern Kentucky to Hampton Roads, Virginia, ports for transhipment by vessel to points outside the Virginia Capes, are excessive and unreasonable and that because of these alleged excessive rates, complainants have lost a large amount of tonnage that has gone to the use of fuel oil or hydro-electric power. It is contended that the loss of tonnage to New England is due to the maintenance of unreasonable rates to Hampton Roads ports as compared with the all-rail rates maintained by the railroads on coal originating in the so-called "Pennsylvania Fields." The complaint requests that after due hearing and investigation, the defendant carriers shall be required to establish and maintain rates for the future that may be deemed just and reasonable.

The Association has held to the view that the present rates from the "Southern Fields" to Tidewater are too high, since under the present arrangement, it is not possible to distribute West Virginia coal to points in Connecticut located more than 20 miles from a Tidewater port without paying a total freight charge higher than would be applicable on all-rail coal from the Pennsylvania fields.

The Association has therefore intervened in this case and will expect to present testimony in support of the complaint at the hearing in Washington.

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Differential Rates to Twin Cities Effective. On June 6 differential rates from New England territory became effective via NH-CV-GT-MAT Line to Duluth and the Twin Cities.

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South Assails Freight Rates. Governors of eight southeastern states are now said to be raising a \$100,000 war chest for a fight to end what they term "inequalities in freight rates that give unfair advantage to eastern industrial centers over their southern competitors." The governors claim that the present so-called "discriminatory" freight rates permit eastern shippers to undersell southern manufacturers and have long hampered development of southern industry.

The governors who are banded together to pursue "the most determined battle for a tariff parity ever launched in behalf of this southern section," include the governors of Georgia, Mississippi, Tennessee, Louisiana, Florida, North Carolina, South Carolina, and Alabama. In a recent conference at Atlanta they decided upon a four-point line of battle as follows:

"1—Pursue the present campaign for a lowering of class freight rates, an investigation of which already has been ordered by the I. C. C.

"2—Demand postponement of the effective date (June 8) of a 15 percent increase in inter-territorial rates on processed cotton goods, which textile leaders say will severely cripple industry in the south.

"3—Ask for a general lowering of commodity rates on leading products of this section.

"4—Request state inter-territorial rates on all shipments as low as those in effect in the northern and western territories. At present there is a 27 percent higher differential on shipments from the south."

Brainard Made Director of New Haven. Morgan B. Brainard, president of the Aetna Life Insurance Company, was recently made a director of the New York, New Haven and Hartford Railroad Company, to fill a vacancy created by the death of Edward Milligan, president of the Phoenix Fire Insurance Company.

Besides being president and director of the Aetna Life and its affiliated companies, Mr. Brainard is also director of the American Hardware Corporation, Hartford National Bank & Trust Company, Swift & Company, Case, Lockwood & Brainard Company, Hartford Steam Boiler Inspection & Insurance Company, Underwood-Elliott-Fisher Company, Hartford Electric Light Company and the Connecticut Power Company. He is a member of the State Board of Parole, a director of the Connecticut State Prison and the Hartford Hospital and a trustee of the Colt Bequest.

★ ★ ★

New Haven Reduces Deficit. The New Haven Railroad's railway income for the month of April was \$460,736 higher than in April, 1936, showing a deficit of only \$129,020 for the month as compared with a deficit of \$686,383 in April of last year.

Foreign Trade

Mexico Lays New Tax on Imports. Following a general increase of 25% in the Mexican tariff in January, 1937, the Mexican government has recently passed a new tax law declaring that 35% of the gross sales of any foreign company not maintaining a branch sales office in Mexico, are presumed to be profits, and such profits are taxable on a graduated scale from 2 to 12.3 percent. Sales representatives in the country are held responsible for payment.

Although companies maintaining branch sales offices in Mexico are exempt from the tax, they are still subject to the old taxes made on actual sales by salesmen. A branch sales office is defined by the Mexican government as any office or establishment of a foreign concern maintaining an accounting sales office to determine the taxes due the Mexican government. The intent of the law is that an American company or salesman, not maintaining a branch in Mexico and doing a business of \$100,000 annually, must pay a tax for his company on \$35,000 of this income. The effect of the law

is to force foreign concerns to set up branch offices and to keep their books more accurately than they have done in the past. The law, however, does not affect companies doing a mail order business in Mexico, but does hit those who send salesmen into the country soliciting business.

Further information will be sent to members upon request of the Association's Foreign Trade Department.

* * *

Foreign Trade Week Celebrated by Joint Meeting. Commemorating National Foreign Trade Week, the Association's Foreign Trade Committee met with the Export Managers' Club of Hartford and some 25 assembled guests at the University Club, May 19.

The meeting, following the usual get-together dinner at 6:30 p. m., was called to order and went into executive session for the discussion of the agenda at 8 p. m. The agenda provoked discussion of subjects as follows:

1. Is it necessary to go to the expense of registering trade marks in each country?
2. Is a five-year contract with a foreign representative who has done moderately well for a company, too much within the experience of the committee?
3. Can a single agent in Bogota, Colombia, cover the whole country effectively in the sale of small clamps?
4. Trade Agreement with Czechoslovakia.
5. New Mexican Income Tax Law.
6. Exchange Situation in Venezuela.

At the close of the executive session Mr. Julius Wadsworth, American vice consul at Shanghai, China, and a nephew of President Hubbard, gave an interesting talk on the possibilities for the sale of Connecticut-made products in the Chinese market. Among other things, he pointed out the care that American importers must use to see that Chinese commission houses do not secure agencies merely for the purpose of holding the company's goods off the market. He pointed out the difficulties of competition in Shanghai which often included cut-throat price wars in order to get a line started. Mr. Wadsworth told further of the large potential value of the interior Chinese market which is already being invaded by the Japanese.

In connection with the trade mark discussion in the executive session, Mr. Wadsworth warned that trade marks were not secure nor were patents held inviolate in China. He also called attention to the very low standard of

living there, which is still, for the most part, in the wheelbarrow and rickshaw stage, with motor trucks putting in their appearance here and there only recently.

Since it is his duty in Shanghai to protect American interests, Mr. Wadsworth offered his services to Connecticut exporters whenever required.

Professor O. Glenn Saxon of the Applied Economics Division of Yale University, the feature speaker of the evening, discussed at length the gold situation, emphasizing especially the rise in prices which has taken place since last November. The available courses which the present administration has open to it dealing with this situation were taken up in order of their effect on the country's foreign trade.

Members of the Association's Foreign Trade Committee present were: James E. Bryan, chairman, Herbert F. Beebe, Edgar H. Long, Charles H. Engelke, John D. Garrett, Joseph M. Schaeffer; and A. C. Hine of the Association staff.

Members of the Export Managers' Club of Hartford in attendance were: H. C. Bowman and Ralph C. Kingsbury of the Colt's Patent Fire Arms Mfg. Company; William G. Howells,

of the Merrow Machine Company; G. W. Frantzen of the United Aircraft Exports Corp.; W. J. Lofgren of the New Britain Machine Company; R. B. Linehard of the Taplin Mfg. Company; W. D. Ball of the Wiremold Company; A. P. Keeler of the Fuller Brush Company; L. L. Gaylord of the Capewell Mfg. Company and W. R. Becher of the Silex Company.

Guests present included: Arthur J. Petrie, E. E. Battelle and R. C. Hodge-man of the Kolynos Company, New Haven; H. C. Butterworth and H. L. Birdsey of the Russell Mfg. Company, Middletown; Louis Tylec of the Undine Twine Mills, Moodus; John Murphy of the New Haven Road, New Haven; W. F. Costello of the New Britain Machine Company, New Britain; A. D. Carroll of the Phoenix State Bank and Trust Company, Hartford; J. W. Guillard of the Hartford National Bank, Hartford; W. W. Wiliston of the Walker Freight Services, Inc., New Haven; A. N. Martin of the Walker Services Company, New Haven; R. F. Hagourd, Colt's Patent Fire Arms Mfg. Co.; Hartford; S. Le-Clair and E. K. Winkzel of the Stanley Works, New Britain; J. Gabriel of

(Continued on page 31)

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Ed. NOTE. This department, listing products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. Not finding any given listing, buyers should write this department for further information.

Accounting Forms		Belting	Castings—Continued	
The Baker Goodyear Co	New Haven	The Russell Mfg Co	Middletown	Newton-New Haven Co (zinc and aluminum)
Accounting Machines		The Thames Belting Co	Norwich	688 Third Ave West Haven
Underwood Elliott Fisher Co	Hartford	Benches		McLagon Foundry Co (gray iron) New Haven
Acids		The Charles Parker Co (piano)	Meriden	The Greist Mfg Co (white metal, slush, permanent moulds) 503 Blake St New Haven
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York	Blocks		
Russell Mfg Co	Middletown	Howard Company (cupola fire clay)	New Haven	
Adding Machines		Blower Fans		
Underwood Elliott Fisher Co	Hartford	The Spencer Turbine Co	Hartford	Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway
Advertising Specialties		Colonial Blower Co	Hartford	New York
The H C Cook Co 32 Beaver St	Ansonia	Colonial Blower Co	Hartford	Apothecaries Hall Co Waterbury
Aero Webbing Products		The Bigelow Co	New Haven	MacDermid Incorporated Waterbury
Russell Mfg Co	Middletown	Bolts and Nuts		American Cyanamid & Chemical Corp Waterbury
Air Compressors		Clark Brothers Bolt Co	Milldale	
The Spencer Turbine Co	Hartford	The O K Tool Co Inc (T-Slot)	33 Hull St Shelton	
Aircraft—Repair & Overhaul		Bottle Bobbins		
United Airports Div United Aircraft Corp	Rentschler Field East Hartford	Sonoco Products Co (Climax-Lowell Div)	Mystic	
Airplanes		Box Board		
Chance Vought Aircraft Div United Aircraft Corp	East Hartford	Robertson Paner Box Co	Montville	Chromium Corp of America Waterbury
Sikorsky Aircraft Div United Aircraft Corp	Bridgeport	National Folding Box Co	New Haven	Chucks & Face Plate Jaws
Aluminum Castings		Robertson Paner Box Co	Montville	The Skinner Chuck Co New Britain
Newton-New Haven Co 688 Third Avenue	West Haven	S. Curtis & Son Inc	Sandy Hook	Union Mfg Co New Britain
Ammunition		M. S. Dowd Carton Co	Hartford	Clamps—Wood Workers
Remington Arms Co Inc	Bridgeport	National Folding Box Co (paper folding)	New Haven	Sargent and Company New Haven
Aromatics		S. Curtis & Son Inc	Sandy Hook	Clay
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York	Brake Lining		Howard Company (Fire Howard "B" and High Temperature Dry) New Haven
Artificial Leather		Colt's Patent Fire Arms Mfg Co	Hartford	
The Permatek Fabrics Co	Jewett City	Brass and Bronze		
Asbestos		The American Brass Co (sheet, wire rods, tubes)	Waterbury	Cleansing Compounds
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	The Bridgeport Rolling Mills Co	Bridgeport	MacDermid Incorporated Waterbury
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	Brass Goods		Clocks
Assemblies, Small		Sargent and Company	New Haven	The Ingersoll-Waterbury Co Waterbury
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	Brass Mill Products		Comfortables
Automobile Accessories		Bridgeport Brass Co	Bridgeport	Palmer Brothers Co New London
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford	Brick—Building		The Wiremold Co (flexible steel and non-metallic flexible) West Hartford
The Wiremold Co (automobile loom & windshield wiper tubing)	West Hartford	The Donnelly Brick Co	New Britain	Conduits
The Raybestos Div of Raybestos-Manhattan Inc (fan belts, radiator hose and automotive hose products)	Bridgeport	Bricks—Fire		Sonoco Products Co (Climax-Lowell Div) Mystic
Automotive Friction Fabrics		Howard Company	New Haven	Contract Manufacturers
The Russell Mfg Co	Middletown	Brooms—Brushes		The Greist Mfg Co (metal parts and assemblies) 503 Blake St New Haven
The Raybestos Div of Raybestos-Manhattan Inc (woven and molded brake lining and sheet stock, brake blocks and clutch facings)	Bridgeport	The Fuller Brush Co	Hartford	Copper
Balls		Buckles		The American Brass Co (sheet, wire, rods, tubes)
The Abbott Ball Co (steel bearing and burnishing)	Hartford	The Hatheway Mfg Co (Dee Rings)	Bridgeport	Copper Sheets
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	The Hawie Mfg Co	Bridgeport	The New Haven Copper Co Seymour
Barrels		The G E Prentice Mfg Co	New Britain	Copper Shingles
The Abbott Ball Co (burnishing and tumbling)	Hartford	B Schwanda & Sons	Staffordville	The New Haven Copper Co Seymour
The Hartford Steel Ball Co (tumbling)	Hartford	The Patent Button Co	Waterbury	Copper Water Tube
Bathroom Accessories		Apothecaries Hall Co	Waterbury	Bridgeport Brass Co Bridgeport
The Charles Parker Co	Meriden	Lea Mfg Co	Waterbury	Corrugated Paper & Fibre Products
Bearings		Buffing Wheels		The Danbury Square Box Co Danbury
Norma Hoffmann Bearings Corp (ball and roller)	Stamford	The Williamsville Buff Mfg Co	Danielson	Cork Cots
The Fafnir Bearing Co (ball)	New Britain	Buttons		Sonoco Products Co (Climax-Lowell Div) Mystic
New Departure Div of General Motors (ball)	Bristol	B Schwanda & Sons	Staffordville	Corrugated Shipping Cases
Bells		The Patent Button Co	Waterbury	Gair Thomas Containers Div of the Robert Gair Co Inc New London
Sargent and Co	New Haven	Colt's Patent Fire Arms Mfg Co	Hartford	Corsets
The N N Hill Brass Co	East Hampton	Cabinets		The Strouse, Adler Co 78 Olive St New Haven
Castings		The Charles Parker Co (medicine)	Meriden	Cosmetics
Vanadium Metals Co (brass, bronze and aluminum)	Groton	Cables—Wire		The J B Williams Co Glastonbury
Union Mfg Co (gray iron)	New Britain	The Wiremold Co (armored, armored leaded and non-metallic sheathed cable)	West Hartford	Cotton Batting & Jute Batting
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown	The Sessions Foundry Co (gray iron)	Bristol	The Gilman Brothers Gilman
The Hartford Electric Steel Co (carbon and alloy steel)	Hartford	The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford	Palmer Brothers New London
Carpet Lining				Cutlery
Palmer Brothers Co	New London			Remington Arms Co Inc Bridgeport
Castings				The Dexitone Co New Haven
				The Barnes Tool Co (Genuine Barnes) New Haven
				The Standard Machinery Co (rotary board, single and duplex) Mystic
				The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton
				The Wm Schollhorn Co 414 Chapel Street New Haven
Dictating Machines				Newton-New Haven Co Inc 688 Third Ave West Haven
Dictaphone Corporation				
Die Castings				
Newton-New Haven Co Inc 688 Third Ave				
West Haven				

IT'S MADE IN CONNECTICUT

—CONTINUED—

Sheet Metal Stampings		Tableware—Tin Plate	
The Patent Button Co	Waterbury	Wallace Bros	Wallingford
J H Sessions & Son	Bristol	Tacking Machines	
The Ansonia O & C Co	Ansonia	E H Hotchkiss Company	10-16 Hoyt St
Signals			Norwalk
The H C Cook Co (for card files)	32 Beaver St Ansonia	The Bigelow Company	(steel) New Haven
Silverware		Tape	
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden	The Seamless Rubber Co Inc	New Haven
R Wallace & Sons Mfg Co (tableware, nickel silver, silver plate and sterling)	Wallingford	The Russell Mfg Co	Middletown
Silverware—Hotel & Institutional		Taps, Collapsing	
R Wallace & Sons Mfg Co	Wallingford	The Geometric Tool Co	New Haven
Silverware—Plated Hollowware		Textile Machinery	
International Silver Co	Meriden	The Merrow Machine Company	2 Laurel St Hartford
R Wallace & Sons Mfg Co (and flatware)	Wallingford	Thread	
Silverware—Sterling & Plated Trophies	Wallingford	Max Pollack & Co Inc	Groton
R Wallace & Sons Mfg Co	Wallingford	The American Thread Co	Willimantic
Silverware—Sterling Silver Hollowware		The Gardiner Hall Jr Co (cotton sewing)	South Willington
International Silver Co	Meriden	Threading Machines	
R Wallace & Sons Mfg Co (and flatware)	Wallingford	The Grant Mfg & Machine Co (double and automatic)	Bridgeport
Silverware—Tableware, Silver		Tinning	
International Silver Co	Meriden	Wilcox Crittenden & Co Inc	Middletown
Silverware—Tableware, Silver Plate		Tools	
International Silver Co	Meriden	The Hoggson & Pettis Mfg Co (rubber workers)	New Haven
Silverware—Tableware, Sterling		141 Brewery St	
International Silver Co	Meriden	The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton
Sizing and Finishing Compounds		Toys	
American Cyanamid & Chemical Corp	Waterbury	A C Gilbert Company	New Haven
Plasters	Waterbury	The N. H. Hill Brass Co	East Hampton
The Patent Button Co	Plainville	Transmissions	
The Plainville Electro Plating Co	Plainville	New Departure Div of General Motors (variable speed)	Bristol
Plasters—Chrome	Plainville	Trucks—Lift	
The Plainville Electro Plating Co	Plainville	The Excelsior Hardware Co	Stamford
Plasters' Equipment	Waterbury	Trucks—Skid Platforms	
MacDermid Incorporated	Waterbury	The Excelsior Hardware Co (lift)	Stamford
Plumbers' Brass Goods	Bridgeport	Tube Clips	
Bridgeport Brass Co	Bridgeport	The H C Cook Co (for collapsible tubes)	32 Beaver St Ansonia
Pole Line		Tubing	
Malleable Iron Fittings Co	Brantford	The American Brass Co (brass and copper)	Waterbury
Polishing Wheels		Twine	
The Williamsville Buff Mfg Co	Danielson	Twine	Moodus
PRESSES		Twine—Cable Cord	
The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic	Twine	Moodus
Propellers—Aircraft		Twine—Chalk Line	
Hamilton Standard Propellers Div United Aircraft Corp	East Hartford	Twine	Moodus
PUNCHES		Twine—Mason Line	
The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven	Twine	Moodus
141 Brewery St		Twine—Sail	
The Wm Schollhorn Co (hand)	414 Chapel St	Twine—Seine	
New Haven		Twine—Trot Line	
Railroad Equipment		Twine	Moodus
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford	Typewriters	
Razors		Underwood Elliott Fisher Co	Hartford
Schick Dry Shaver Inc (electric)	Stamford	Typewriter Ribbons	
REAMERS		Underwood Elliott Fisher Co	Hartford
The O K Tool Co Inc (inserted tooth)	33 Hull St Shelton	Underclearer Rolls	
Reclaimed Rubber		Sonoco Products Co (Climax-Lowell Div)	Mystic
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway	VACUUM CLEANERS	
New York		The Spencer Turbine Co	Hartford
REFRACTORIES		Valves	
Howard Company	New Haven	Reading-Pratt & Cady Div, American Chain & Cable Co Inc	Bridgeport
Resistance Wire		Valves—Automatic Air	
The C O Jellif Mfg Co	Southport	Beaton & Cadwell Mfg Co	New Britain
RETINERS		Valves—Flush	
The Hartford Steel Ball Co (bicycle & automotive)	Hartford	Beaton & Cadwell Mfg Co	New Britain
RIVETING MACHINES		Valves—Relief & Control	
The Grant Mfg & Machine Co	Bridgeport	Beaton & Cadwell Mfg Co	New Britain
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Manhattan	Venetian Blinds	
RIVETS		The Permatex Fabrics Co	Jewett City
Clark Brothers Bolt Co	Milldale	Venetian Blind Webs	
J H Sessions & Son	Bristol	The Russell Mfg Co	Middletown
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport	Ventilating Systems	
RUBBER CHEMICALS		Colonial Blower Co	Hartford
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway	Vises	
New York		The Charles Parker Co	Meriden
RUBBER DISPERSIONS		Washers	
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway	American Felt Co (felt)	Glenville
New York		Clark Brothers Bolt Co	Milldale
RUBBER FOOTWEAR		The Sessions Foundry Co (cast iron)	Bristol
The Goodyear Rubber Co	Middletown	J H Sessions & Son	Bristol
RUBBER GOODS		Watches	
The Seamless Rubber Co Inc	New Haven	The Ingersoll-Waterbury Co	Waterbury
RUBBER LATEX		Webbing	
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway	The Russell Mfg Co	Middletown
New York		Wicks	
RUBBISH BURNERS		The Russell Mfg Co	Middletown
The John P Smith Co	423-33 Chapel St New Haven	Wire	
SCREW MACHINE PRODUCTS		The Driscoll Wire Co (steel)	Shelton
The Eastern Machine Screw Corp		Hudson Wire Co Winsted Div	(insulated & enameled magnet)
Truman & Barclay St New Haven		The Accurate Insulated Wire Co	85 Willow St New Haven
THE HUMASON MFG CO	Forestville		
SCREWS			
Sargent and Company	New Haven		
Clark Brothers Bolt Co	Milldale		
The Charles Parker Co (wood)	Meriden		
The Bridgeport Screw Co (wood)	Bridgeport		
SEWING MACHINES			
The Merrow Machine Co (Industrial)	2 Laurel St		
SHAVING PREPARATIONS			
The J B Williams Co	Glastonbury		
Sheet Metal Products			
The American Brass Co (brass and copper)	Waterbury		

IT'S MADE IN CONNECTICUT

—CONTINUED—

Wire—Continued
 The Atlantic Wire Co (steel) Branford
 The Bridgeport Screw Co (scratch brush) Bridgeport
Wire Arches and Trellis
 The John P Smith Co 423-33 Chapel St New Haven
Wire Cable
 The Bevin-Wilcox Line Co (braided) East Hampton
Wire Cloth
 The Cole-Rogge Mfg Co South Norwalk
 The C O Jelliff Mfg Corp Southport
 The John P Smith Co 423-33 Chapel St New Haven

Wire Connectors
 The Wiremold Co West Hartford
Wire Drawing Dies
 The Waterbury Wire Die Co Waterbury
Wire Dipping Baskets
 The John P Smith Co 423-33 Chapel St New Haven
Wire Forms
 The Humason Mfg Co Forestville
 The Wallace Barnes Co Div Associated Spring Corp Bristol
Wire Goods
 The Patent Button Co Waterbury
 The American Buckle Co (overall trimmings) West Haven

Wiremolding
 The Wiremold Co West Hartford
Wire Partitions
 The John P Smith Co 423-33 Chapel St New Haven
Wire Rings
 The American Buckle Co (pan handles and tinniers' trimmings) West Haven
Zinc Castings
 Newton-New Haven Co Inc 688 Third Ave West Haven

MEMO PAD

Editor's Note. The following notes are reminders of the most important bulletins sent to members from May 18 to June 15, the closing date for the July issue of the magazine.

Insertion for Security Act Manual. General Bulletin No. 567, dated May 19, 1937, encloses a calendar revision to be inserted as page 145 in the Social Security Act manual to replace old calendar with same page number.

Tax Reminders. Taxation Bulletin No. 132, dated May 21, 1937. Contains information on Ruling on Credit for Liquidating Dividends; Deductibility of Excess Profits Tax; Effect on Windfall Tax of Assigned Claim; Information Wanted on Process Tax Refund Claims; New Rule on Branch Dividends Under State Tax.

General Assembly's Labor Committees Vote Elimination of Leeway on Women's Work Hours Under State Law. Legislation of 1937, Report No. 28, dated May 26, 1937.

Inserts for Federal Social Security Manual. General Bulletin No. 568, dated June 7, 1937. Encloses reproduction of form SS-2a to be inserted in black silver lettered Federal Social Security Act manual between pages 143 and 144.

Proposed Increases of Commodity Rates Within Official Territory. Transportation Bulletin No. 526, dated June 9, 1937, tells of Boston meeting on June 17 and 18 to discuss proposed revision of freight rates and attaches six pages listing Connecticut products which would be affected by such increase.

Insurance Allowances by Motor Carriers, I & S Docket No. M-10.

Transportation Bulletin No. 527, dated June 9, 1937. Deals with shippers' deductions of cargo insurance from gross transportation charges.

Summary of State Legislative Results of Concern to Industry. Attached to Report No. 29 of legislation of 1937, dated June 9, 1937.

Inserts for Your Federal Social Security Act Manual. General Bulletin No. 569, dated June 11, 1937. Encloses form SS-2 for insertion in Federal Social Security Act Manual as page 143-a.

Uniform Motor Freight Classification for Connecticut Ordered by Public Utilities Commission. Transportation Bulletin No. 528, dated June 11, 1937. Outlines the five primary classes and the basic rates under the order.

Bituminous Coal Rates from Southern Fields to Tidewater Attacked. Transportation Bulletin No. 529, dated June 11, 1937. Tells of complaint filed by Property Owners' Committee on excessive coal rates.

Important Inserts for Your Wagner Act Manual. General Bulletin No. 570, dated June 14, 1937. Replaces most of material in old manual and consists of Table of Contents, 33 pages of material and an appendix cover sheet.

Filing of Contracts by Contract Carriers. Transportation Bulletin No. 530, dated June 15, 1937. Changes methods and names date of July 15 for filing of contracts for commission.

Consolidated Classification Committee Docket No. 70. Transportation Bulletin No. 531, dated June 15, 1937. Announces hearing to discuss certain commodities upon which changes of rates are proposed.

A Personal Shipping Service

WALKER SERVICES INCORPORATED

24 State Street
New York, N.Y.

EXPORT, IMPORT
AND
SHIP CHARTERING
AGENTS

ARE YOUR INCOMING ORDERS BURIED IN THE MORNING'S MAIL?

. . . . You can get orders routed through your plant quickly if you have your salesmen's envelopes printed with one of our stock "Salesmen's Mail" designs.

WRITE US FOR SAMPLES

CURTIS 1000 INC.

"Good Envelopes Plus Ideas"

342 Capitol Ave. Hartford

FEDERAL AND STATE LEGISLATION

(Continued from page 2)

a further movement of industry to the south to gain the advantage of lower wage scales.

This phase of the bill will undoubtedly cause considerable wrangling before the bill is piloted through Congress.

The Supreme Court

The bill for the re-organization of the Supreme Court has been reported adversely, with every indication that it will either be defeated outright or be talked to death by means of a filibuster. Nothing can be passed in the Senate with more than forty Senators against it and sufficiently interested, as they are in this case, to prevent it.

State Legislation

After enacting slightly over 1,000 of approximately 3,000 bills submitted to it, the regular session of the 1937 General Assembly came to a close shortly after 6 p. m. Wednesday evening, June 9.

In addressing the closing joint session Governor Cross declared the re-organization laws "more vital" than any group of acts passed since the adoption of the state constitution in 1818. The passage of this legislation, however, marked a drawing away from the fundamental law of the state based on the idea that a powerful legislature and a weak executive were the best guarantees against dictatorial powers, wherein by the terms of the reorganization program the Governor is given vast powers over the state's finances. For instance, by the terms of a single measure, the Governor is authorized to transmit his financial program to each biennial session of the General Assembly, and after the General Assembly has adopted a budget and adjourned, he is given the power to cut any appropriation if he "shall determine that the estimated budget resources during such fiscal year shall be insufficient to pay all appropriations in full." Should the Governor decide to continue certain services not provided for in the budget voted by the legislature, he may make transfers from other appropriations, or make his own appropriations from the \$100,000 a year contingency fund. He may appropriate whatever in his judgment is necessary for "current expenses of state institutions or for maintenance of inmates

therein or for the reimbursement of towns for relief, support and hospitalization furnished state paupers," from the general fund of the state without charging it to the contingency fund. Further, he may direct the action of several budgeted agencies which, in his opinion, will make for greater efficiency and economy in the conduct of the state government. The Governor was also given absolute power over expenditure of more than eleven million dollars of state and federal funds for expansion of the state institutional facilities. As if to unload itself of still more responsibility and power, the General Assembly, because of disagreement between political opposites in the two Houses, unloaded upon the Governor the task of appointing judges and county commissioners.

The total expenditures authorized by the General Assembly for the next two years reached a record total of \$117,898,907.46, topping that of the 1935 session by some forty-three million dollars. However, of this huge sum, \$26,000,000 represents the proceeds from the sale of state bonds authorized for institutional expansion and flood control work. The big item of the appropriations was contained in the general maintenance budget, carrying \$100,906,425, by far the largest in the state's history. The appropriations ranged anywhere from more than one million dollars each in several single bills, two for deficiency bills, the institutional building program and the flood compact, down to as low as one dollar for the purchase of land for the use of state police at Westport. Before adjournment, the legislature faced the Governor's threat that he would veto "nearly all" of the special appropriations bills recommended by it in the sum of approximately \$2,000,000, unless further taxes were voted. After the legislature failed to vote the taxes, the warning was again included in the Governor's remarks during the closing joint session.

Business and Industry. In spite of the record budget, business and industry were not further burdened with any new general tax, but the desire to regulate it, after many such regulatory measures had failed, is manifested in the adoption of the so-called Fair Trades Act, by a slight modernization, without change in scope, of the act which bans employment of minors in hazardous occupations with the requirement that manufacturers secure

a \$25 annual certificate before employing persons for home work. Numerous other administrative or procedural changes were made in industrial regulatory measures, among which was an amendment to expedite compliance with the minimum wage law, an amendment to the weekly wage payment law giving statutory force to current practices in legitimate industry, and an amendment to the Workmen's Compensation which boosts the benefits from \$5.00 to \$7.00 per week minimum and provides for award when death results two years after injury.

Among the more important regulatory bills which failed to pass were: the 40-hour work week for all persons in industry in the state; the anti-injunction bill which would have given wide immunity for labor excesses, barred state police and militia from strike duty and established a labor court; a bill limiting hours of commercial drivers of motor vehicles; compulsory liability insurance; and rear bumpers on commercial vehicles; numerous licensing bills including one for engineers.

Tax bills proposed but not adopted included: personal income, interest in dividends, amusements, cosmetics, chewing gum, tobacco and soft drinks.

Since a complete printed review, tracing the final disposition of all bills of interest to industry, will be mailed to Association members about July 1, a further review here would be mere duplication.

HARTFORD

(Continued from page 9)

place to live and work are its places of religious worship. Represented in the 95 churches scattered among 16 denominations are numerous outstanding edifices from the roomy colonial pillared type, the mosque-like synagogue to the quaintness of small mission design.

Hotels. And last but not least are Hartford's 14 hotels, the largest of which is the Bond Hotel with its two branches—the Bond Annex and the Bondmore. The capacity of these hotels to deliver cheerful and efficient service has contributed much toward Hartford's claim to the title—"Convention City of the East," for without this genuine spirit of hospitality, Hartford, with all its auditorium facilities, would be as dead as a last year's fly in the shuffle of competition for new convention dates.

BUSINESS PATTERN

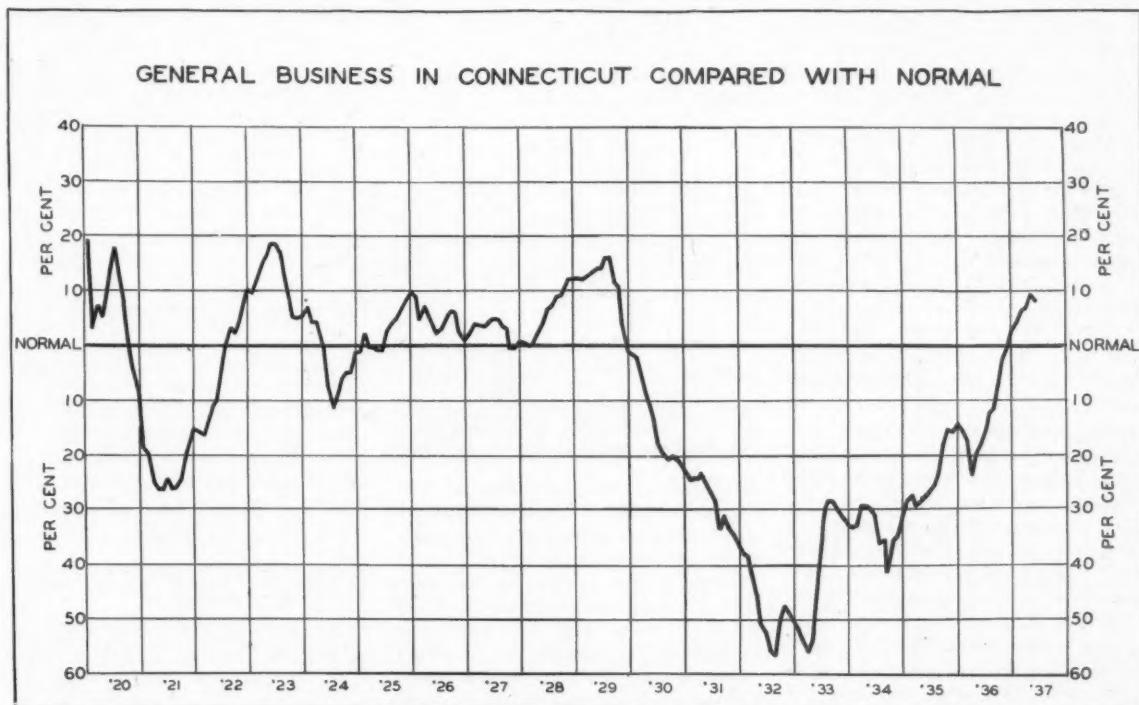
General Summary. During May general business activity in Connecticut fell below the level of the preceding month for the first time since March, 1936. The composite index of business activity stood at 8.4% above the estimated normal compared with 9.3% above in April and -15.9% in May, 1936. The moderate decrease from April was due largely to a further recession in freight carloadings accompanied by a slowing up in cot-

of a recession of more than seasonal magnitude and data for early June point to the possibility of some further reaction.

Business activity in the United States during May was maintained at the level of April. As in Connecticut, conflicting influences resulted in sharply diversified trends in the various fields of business activity. Freight carloadings and electric power production and the consumption of silk and

cotton textile industry has been affected by the slowing up of new buying and has apparently passed the biennial cyclical peak. However, apart from the textile industry, the present adverse influences which have resulted in a recession in business activity are felt to be of a temporary nature.

During May and the first half of June the trend in wholesale prices, as measured by the U. S. Bureau of Labor Statistics, declined further, largely due



ton textile mill activity and a reduction in the volume of metal tonnage carried by the New Haven Road. The number of man-hours worked in factories showed a slight increase after being adjusted for the usual seasonal trend and employment in factories continued to rise but at a much slower rate than obtained during the preceding six months. Building activity in progress in Connecticut advanced to approximately 21% below normal although the amount of new building contracts awarded failed to increase by the usual seasonal amount. The trend during May continued upward during the first part of the month but during the latter half there was some evidence

cotton by textile manufacturers declined appreciably below the level of April. Pig-iron production, adjusted for seasonal variation, was unchanged. On the other hand, the output of automobiles, steel, lumber and zinc increased sharply. Since May 22 the weekly business index of the New York Times has declined as a result of labor disturbances in the mid-western manufacturing centers. Steel ingot production, which had been maintained at better than 90% of capacity for several months, has declined to approximately 75% due to strikes in several steel mills. Automobile factories have also been forced to curtail output as the result of labor disturbances. The

to a moderate reaction in the prices of foods and farm products. Prices of all other commodities, taken as a group, remained comparatively firm.

The cost of living increased in May for the seventh consecutive month and was approximately 6% higher than in May, 1936. The cost of clothing, food and rent advanced 1% over April, while fuel and light declined 1.5%. Compared with a year ago, rent has advanced 12% while food has risen 8%, and clothing 4%.

Financial. During the four weeks ended June 12 the number of business failures declined 9% from the corresponding 1936 period while gross

liabilities of failures were reduced 50%. New corporations formed and the aggregate capital stock increased 51% and 105%, respectively, over a year earlier. The number of real estate sales in Connecticut declined somewhat more than seasonally from the preceding four week period but remained considerably above last year's level. The total value of mortgage loans continued to expand and was the highest for any corresponding period since 1931.

Construction. Although the volume of new contracts awarded in May failed to increase by the usual seasonal amount over April, the total volume of construction work in progress expanded moderately. The number and value of building permits issued were substantially below the preceding four week period. On June 14 the general contract was awarded for alterations and additions, costing \$50,000, to a printing plant in Stamford. On June 15 work was started on a \$60,000 addition to a New Haven laundry and bids were also being received on factory additions in Naugatuck and Thomaston, to cost approximately \$40,000 and \$100,000, respectively. Bids were also received for a large factory in Ansonia which will add more than 60,000 square feet to the present floor space of the plant.

Building activity in the United States in May declined more than seasonally expected from April and, with the exception of March this year, was the lowest on a seasonally adjusted basis since June, 1936. The value of new residential building was also sharply below April. One of the contributing factors to the present slowing up of new building activity may be the current rapid increase in the cost of building.

Labor and Industry. Activity in the manufacturing industry in Connecticut rose further in May but the extent of the rise was much more moderate than in the earlier months this year. The index of the number of man-hours worked in factories stood at 13.3% above the estimated normal compared with 12.5% above in April and -12.1% in May, 1936. Factory employment advanced over April and was about 16% above the same period of 1936. Slight declines in man-hours worked occurred in factories in Bridgeport, Bristol, New Britain and New Haven, while a small rise occurred in Hartford concerns. Compared with a year ago activity in Bridgeport in-

creased 35% while other cities reported increases varying between 17% and 32%. Employment in Waterbury brass factories was unchanged from April and 25% above last year. The average weekly wage per factory employee in Connecticut, according to data compiled by the U. S. Bureau of Labor Statistics, rose sharply during the first five months of this year and, adjusted for changes in the cost of living, is now some 15% higher than in 1936.

Trade. Sales by department stores in the United States stood at 93% of the 1923-1925 average compared with 93% in April and 87% a year ago.

Transportation. The index of freight carloadings originating in Connecticut fell to 8% below normal in May. Carloadings of automobiles on the New Haven Road remained at a high level, 39% above last year. Shipments of building materials, however, experienced less than the usual seasonal increase over April and exceeded last year by only 10%.



Ed. Note: In this column will appear monthly, if the amount of good business literature warrants, a brief description of the books and pamphlets which, in the opinion of a business librarian and the editor, will be helpful to the business man. This month's suggestions are made by Miss Mildred Potter, Business Librarian, Hartford.

Careers After Forty — Pitkin, W. B.

In this sequel to the famous "Life Begins at Forty" the author tells specifically how it has begun for many people who, either through necessity or because of dissatisfaction with their former occupations, have faced the problems of finding new careers at forty or later. It is inspiring and informative.

Going to Make a Speech? — Lewis, E. St. E.

Written by one of the best-known business speakers in this country. The book presents a countless number of specific suggestions on the making of

a successful address. Even for the most practiced speaker, it offers many ideas that will add to the effectiveness of his talks.

How to be a Successful Secretary — Scott, L. H.

A comprehensive and enlightened picture of just how the successful secretary handles her duties and uses her own personality to make herself indispensable. The inclusion of questions on actual business problems at the end of many chapters increases the usefulness of the book for instructional purposes in self-study.

How to Write Advertisements — Howard, K. S.

Is a simple, concise treatment of advertising fundamentals and practices for the business man who must handle his company's advertising along with other duties. Besides covering the basic advertising psychology and practical details of writing copy, it also includes special pointers applying to the advertising of various types of businesses.

Office Economics — Benge, E. J.

This complete efficient guide to greater savings in office maintenance can show one exactly how to stop obvious but obstinate leaks, and how to eliminate hidden wastes. This is accomplished through better organization, more efficient methods, trained personnel, more economical forms, and more adequate equipment.

Successful Salesmanship — Ivey, P. W.

This is a practical manual of selling suggestions for salesmen and salesmen. The principles embodied in this text have been used by the author, an authority on the subject, in numerous specialized sales-training courses which he has written and conducted for different sales organizations during the past twenty years.

Trade Mark and Monogram Suggestions — Welo, Samuel

The Trade Mark is so universally recognized as a potent device in commerce that the importance of any work on this subject is very apparent. This book contains a wealth of material not only illustrating the fundamentals of an effective trade mark, but offering hundreds of detailed practical suggestions. A valuable reference volume for commercial artists and business executives.

NEWS FORUM

(Continued from page 19)

of grave moment—how grave no one knows. But you and I do know that the only solution of these problems, no matter how fraught they are with anxiety, no matter how difficult, no matter how apparently insoluble—the *only solution* lies in America's progress along the paths of truth.

"Among all of the present plans and programs, proposals and panaceas, there is a distinct lack of sufficient heed to a *program to strengthen American character*. Towards such an objective, while yet there is time, I commend our united efforts.

"Honesty, courage, thrift, self-discipline and fearlessness were made cornerstones by *Edward Winslow* and *John Oldham* and *John Winthrop, Jr.* when they founded the Colony of Connecticut. These pioneers and others have left to us this great heritage—one which still is ours. Let America turn to it now.

"In conclusion, I repeat: I take satisfaction always that Connecticut was established by a God-fearing people."

Mr. Bird's Newcomen address has been attractively printed and bound as one of the "Transactions" of the American Branch of the Newcomen Society. Although called "Early Beginnings of Connecticut Industry" it might also be termed "A Lesson in Character Development"—and one that could now be studied with profit to the nation by American youth and adult alike. For as Mr. Bird says on the frontispiece "Out of the summation of individual character comes the character of a community, a region, and a State."

★ ★ ★

Death of Dwight Buffum. Dwight C. Buffum, vice president and controller of the Wallace Barnes Company, and assistant treasurer of the Associated Spring Corporation died at his home in Bristol, Sunday, May 30, of a heart attack.

Born in Buffalo, New York, in 1872, Mr. Buffum had been a resident of Bristol for the past 16 years, where he had been constantly associated with the Wallace Barnes Company, a division of the Associated Spring Corporation. Prior to his Bristol connection, he was associated with an auditing firm in Hartford.

Mr. Buffum was a member of the Farmington Country Club, the Chip-

panee Country Club, The Hartford Club, the Elks, the Masons and Shriners.

He is survived by his wife, the former Miss Effie M. Haines of Buffalo, New York, a son, Russell C. Buffum, Bristol; a step-son, Burton Hebe, Bristol; and a sister, Mrs. A. A. Lueck, Buffalo. The funeral was held at the Carlyle Fuller Barnes Memorial Chapel in Bristol, Wednesday, June 2, at 2:30 p. m., with Rev. Francis T. Cooke, pastor of the First Congregational Church of Bristol, officiating.

★ ★ ★

Death of Two Southington Executives. Within a period of approximately three weeks, from May 27 to June 18, the Southington Hardware Company, Southington, lost through death, its sales manager, George L. Curtiss, and its president, James Herbert Pratt.

Mr. Curtiss died as a result of a heart attack, Thursday night, May 27, at the Meriden Hospital. A resident of Southington for more than 25 years, Mr. Curtiss had been sales manager of the Southington Hardware Company since 1915. Prior to his arrival in Southington, he lived in New York City and Pittsburgh, Pa. He was a member of the Plantsville Congregational Church and Friendship Lodge, A. F. and A. M. The funeral was held Saturday, May 29, from his home in Plantsville.

Besides his widow, Mrs. Elizabeth (Karch) Curtiss, he was survived by two sisters, Mrs. Andrew G. Evans of New York City and Mrs. Shirley MacCallen of Yonkers, New York, and a daughter-in-law, Mrs. Alfred Scribner of New York City.

James Herbert Pratt, 83, president of the Southington Hardware for 27 years, and president of the Southington Bank and Trust Company since 1925, died at his home, 86 Main Street, Southington, Friday, June 18, after a brief illness.

Further details concerning his life were not available at press time, but will be published in the August issue if made available.

FOREIGN TRADE

(Continued from page 23)

Peck, Stow and Wilcox Company, Southington; Julius Wadsworth, vice consul, Shanghai, China; and Professor O. Glenn Saxon, Yale University, New Haven.

Trade Increasing with Czechoslovakia Prior to Agreement. In connection with the trade agreement contemplated with Czechoslovakia, it is interesting to note that the total import and export trade between Czechoslovakia and the United States increased approximately 20 percent in 1936 compared with 1935, with the balance of trade being more favorable to the United States than in the preceding year.

Raw material imports into Czechoslovakia from the United States increased 21.5 percent in 1936 compared with 1935 while exports from Czechoslovakia of manufactured articles to the United States increased by 9.75 percent. However, cotton was by far the most important commodity in the trade between the two countries, accounting for 53.6 percent of all goods received from the United States. Next in importance was copper.

Other notable imports into Czechoslovakia from the United States during the period were: mineral oils, phosphate rock, resin, gum and plant wax, and raw hides and skins. Foodstuffs, in general, were also imported in larger quantities, particularly lard. Imports of fresh and dried fruits decreased, however. Imports of machinery and machine parts increased.

Among the Czechoslovak exports to the United States which were increased by more than 125 percent were: malt, hops, beer, wood pulp, skins, seeds, shoes, knitted goods, glassware, jute and cotton fabrics, imitation jewelry, and musical instruments.

★ ★ ★

Czechoslovakian Trade Still on Increase. The import and export trade of Czechoslovakia was valued at \$169,365,000 in the first three months of the current year, compared with \$118,615,000 in the first three months of 1936, and was the largest foreign trade recorded for any corresponding period since 1931.

Importers in Czechoslovakia are said to be displaying much interest in increasing their lines of American-made goods, while at the same time evidencing great interest in the frequent reports of the possibility of a trade agreement between their country and the United States. It is felt that continued improvement in the economic conditions in Czechoslovakia and the United States will undoubtedly result in further increases in trade between the two countries.

Service Section

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

materials for sale

CONDULETS and fittings, remnants of covering materials—velours, velvets, mohair, tapestries, denims, chintzes, and cretonnes, semi-finished and castellated U. S. S. nuts, pulleys, flat and crown face-steel and cast-iron; new shaft hangers, brass wire, brass rods, aluminum tubing, cold drawn steel—mostly hex; miscellaneous lot of material used in the manufacture of molded rubber parts and flooring, knife switches—new and many sizes; carload C. I. drop bases; lead pipe, lead sheet, acid proof pipe fittings, 124 bars screw stock varying thicknesses and lengths, white absorbent tissue process from cotton, rotary convertor. colors and dyes—large anneal copper with high silver content in rolls J. H. Williams' wrenches variety, lacquers—several hundred gallons in assorted colors; and soft in assorted sizes.

equipment for sale

ANNUNCIATORS, baskets, beaders, beamers, bearings, belt stretchers, blowers, boilers, braiders, bronze runners, cans, cards, woolen; car loaders, chain, chairs, chamfer, clocks, time recorders; clock systems, colors and dyes, compressors, condulets, convertors, conveyors, cookers, cooking utensils, doublers, draftsman's table, drop hammers, drops, board; drums, drying racks, dyes, engines, evaporators, extractors or percolators, fans, filtering carbon, folders, forming rolls, frames, furnaces, gears, generators, grinders, grindstones, grinding wheels, guiders, headers, lamp shades, lathes, lifters, looms, De Laski circular; machines, automatic; machines, calculating; machines, compressing; machines, dieing; machines, drilling; machines, filing; machines, filling; machines, folding; machines, knitting; machines, mercerizing; machines, milling; machines, pipe-cutting and threading; machines, pleating down; machines, riveting; machines, screw; machines, threading; machines, tongue and groove; machines, washing; mercerizer equipment; millers, mixers, mills, mills rubber; mixing rolls, motors, oil circuits; oven drawers, paints and lacquers; panels, planers, plungers, pointers, presses, profilers, pulley drives, pumps, reamers, receivers, rheostats, safe cabinets, saws, scales, screens, seamers, shapers, shears, spindles, spinning mules, steam tables, steam warmers, stitcher, 192 monitor corner box switches, tables, tanks, toilet equipment, trucks, ash can; tube closers; wire, wire screw and yarders.

for sale or rent

FOR RENT. In Hartford, Connecticut, units of 5,000 to 16,000 sq. ft. in fully sprinklered modern building suitable for light or heavy manufacturing. Elevator, heat, watchman service included in rental. New York, New Haven and Hartford Railroad siding available. Out of flood area. Will rent at reasonable rates. For particulars apply to Billings and Spencer Company, Nelson Smith, 75 Pearl Street, Hartford, or your own broker.

FOR SALE. One Elliott Addressing Machine in good condition. For further particulars and price, Address S. E. 95.

WANTED. A used 20 foot trailer, without furniture; one formerly used for demonstrating products would answer. Address Charles A. Post, 476 Capitol Avenue, Hartford, Conn. Tel. 2-4195.

FOR SALE. Growing textile business. An opportunity now exists to invest several hundred thousand dollars in an old and well established Connecticut textile company together with services. The company has been paying full dividends for many years. Present head of the company would like to retire, after the party making the purchase has become familiar with all phases of the business. Address Investment Opportunity No. 10, CONNECTICUT INDUSTRY.

FOR SALE—MANUFACTURING ITEM. The tools, patterns, equipment and good will for the manufacture and sale of the "Crown Nail Puller" and "Band Cutter," the most efficient box opener on the market. It is entirely outside of the line of manufacture of its present owners. A few hundred dollars will buy it. Address S. E. 96.

FOR SALE. Steam Fire Pump. One "Worthington-Knowles" standard underwriters pump, 16" x 9" x 12". Capacity 750 gallons per minute or 3 good 1 1/8" smooth nozzle streams, full speed 70 Rev.

per minute. A-1 condition. It may be inspected on its present foundation. Low price for quick sale. Write Box No. S. E. 97.

FOR SALE. 1 Universal Displayer with five wings, size 26 x 43;

EQUIPMENT FOR SALE. Quantity of line shafting with steel and wood pulleys. Counter shafts with loose pulleys and hangers. No. 14 Rockwood Base. Address S. E. 99.

employment

EXECUTIVE SECRETARY. Young woman, high school and secretarial college graduate, desires connection with industrial concern. Possesses initiative, ability and poise. Twelve years' experience, nine of which were with a nationally known manufacturer, and three in State nutrition work. Excellent references. Address P. W. 365.

PAYMASTER AND PERSONNEL MAN. 17 years with large corporation; last 6 1/2 years in personnel department; previous ten years general paymaster. Extensive experience in maintaining congenial relationship between employer and employees. Experienced in sports and welfare activities. Editor of employee's periodical. Address P. W. 367.

EXPORT MAN—TRANSLATOR. Young college graduate, Princeton. Fluent Spanish and reading knowledge of French and Portuguese. Five years as a teacher and head of a department of history and social science in a preparatory school in Havana. Two years of law school at the University of Havana. Especially desirous of export work and believes that his experience, character, and knowledge of Latin American customers, laws and temperament can be the basis of something valuable to an employer in this field. Address P. W. 368.

EMPLOYMENT OR PERSONNEL MANAGER. Married man with approximately 20 years of experience in employment, personnel and welfare work desires position in any one of these three fields in New England or New York territory. His administrative experience in state and city welfare and relief work combined with his employment work should qualify him for the highest type of personnel or industrial relations position. Address P. W. 369.

FINANCIAL MAN. Young man in early 30's with college training and more than 10 years with a large New York banking institution, desires a connection with Connecticut or New England industry. His experience should qualify him as an assistant to the treasurer of a manufacturing establishment. For interview and references address P. W. 370.

SITUATION WANTED. By a first class electro-plater, one who represents and is thoroughly experienced in most all branches which are commercially practiced. Chemical and executive ability are at your service. A thorough knowledge of piece work and bonus rate systems and the handling of help. First class references will be furnished at your request. Address P. W. 371.

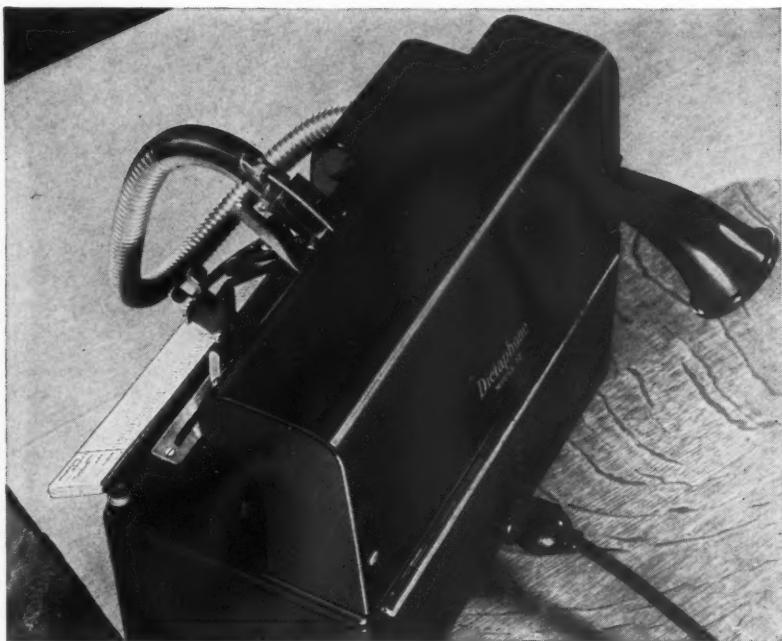
COLLEGE GRADUATE. Young man who has just graduated with a B.S. degree from Trinity College, with higher than average rating, and who has specialized in psychology, sociology, and made a study of labor problems, desires a connection in the personnel or industrial relations department of a Connecticut or New England industry. Because of his natural liking for people, his school studies and outside observation, he should do splendid work in this field. Address P. W. 372.

ADVERTISING IDEA SPECIALIST. Young lady, college graduate, who has attended both the Yale Dramatic School and Columbia University School of Journalism, and whose experience ranges from numerous theatrical positions of trust through specializing advertising work with two large agencies in New York, desires either full time connection with a manufacturing or mercantile establishment to develop and execute advertising ideas such as trade marks, slogans, special campaign copy, etc., or will consider special assignments along these lines. Her facility for the rapid development of "advertising ideas with a punch," should make her a distinct asset to any company desiring to do a first class job of consumer advertising. Address P. W. 373 for further information.

MARRIED MAN, 29, with 10 years' South American experience in organization and sales promotional work, with a thorough knowledge of office management and routine; a clear- and far-sighted thinker with an excellent training in general business and trading experience, seeks a position that offers a good future with a progressive organization that will use a young and enthusiastic man. At present employed, having contacts with many large industrial and manufacturing concerns in this state. Excellent references. Address P. W. 374.



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THREE'S nothing vague or shadowy about what's putting more and more Dictaphones into offices of every sort and size. *Dictaphone gives results.* It provides short cuts through detail work. It smooths out office routine. It saves time, cuts down errors, cuts out costly misunderstandings. The near-miracle that Dictaphone works in speeding up your handling of correspondence is today only one of a dozen uses of at least equal importance.

Just what these unique services are, you may learn without cost or obligation—and in a surprisingly brief time—by a demonstration right in your own office. A phone call to our local office will convince you there's no catch in this offer.

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